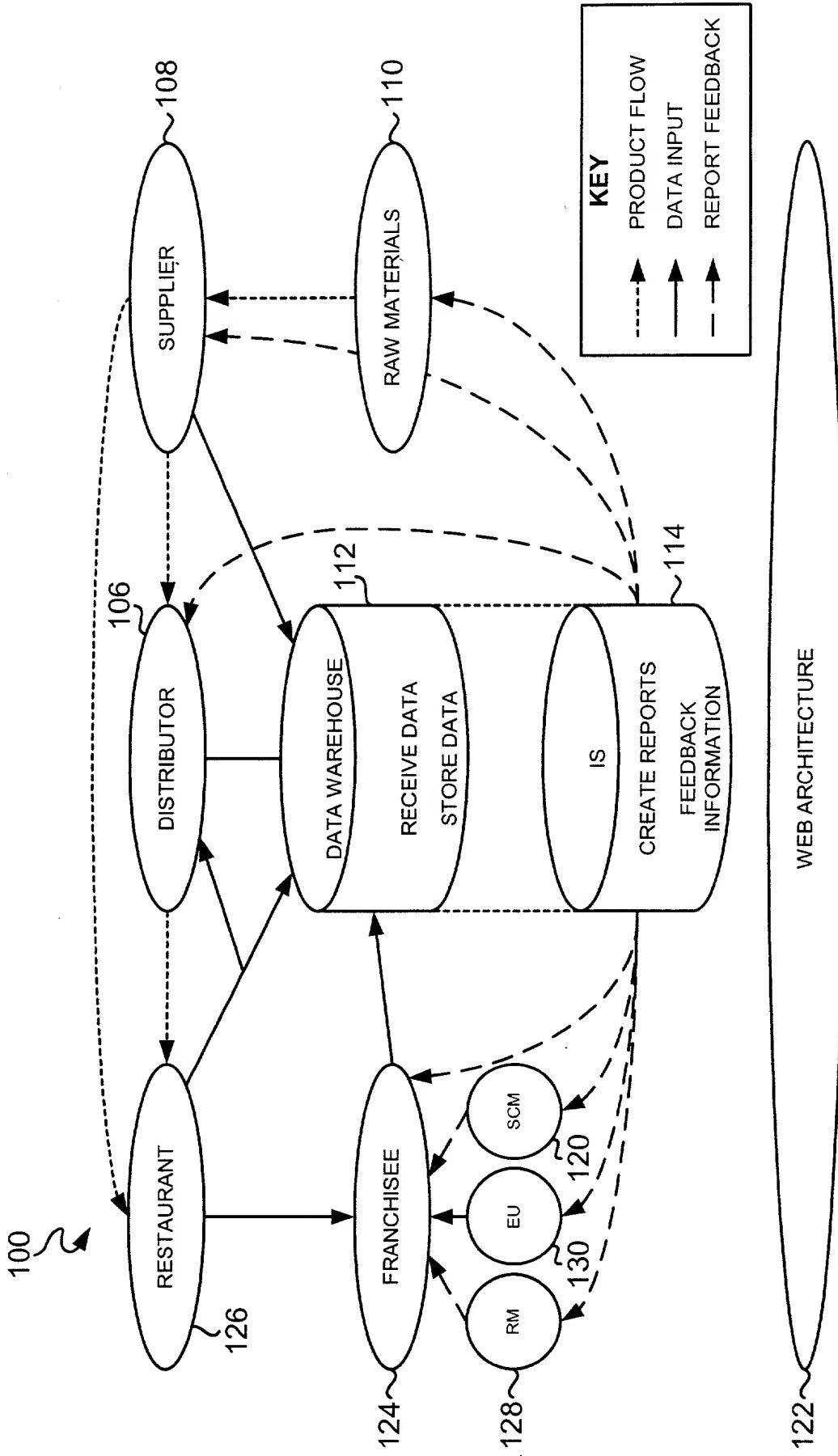
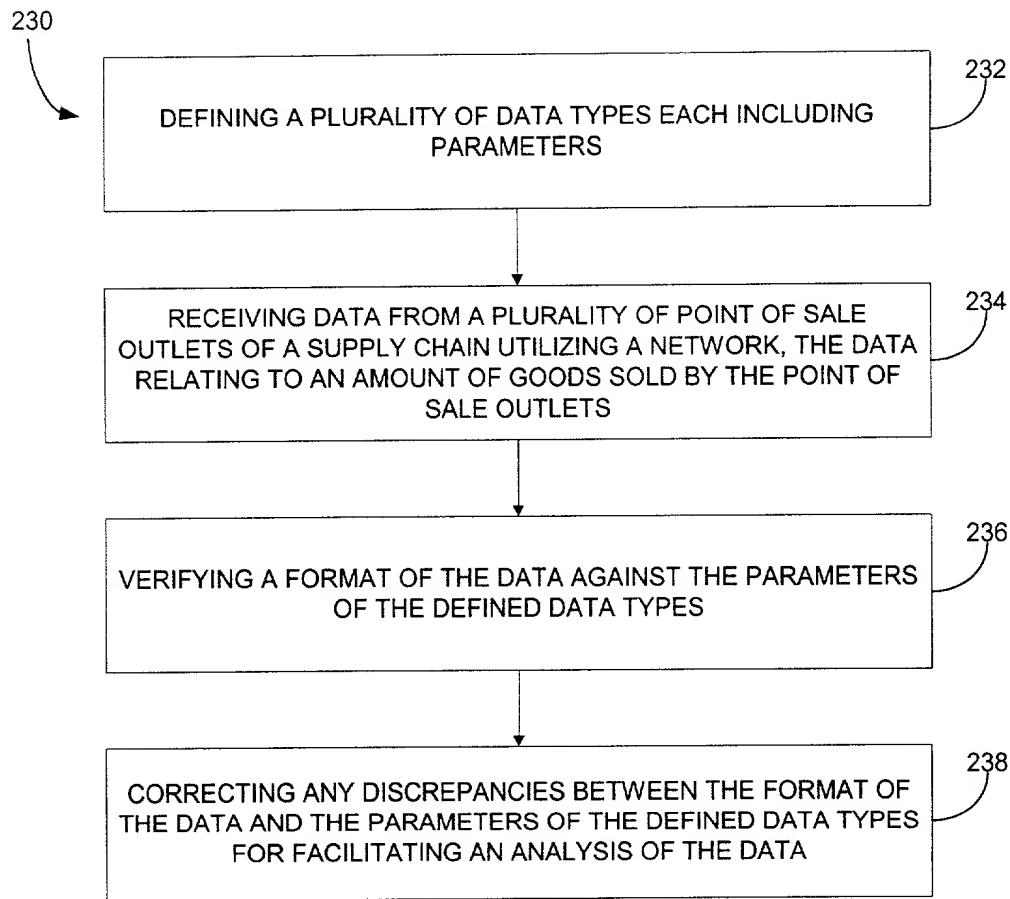


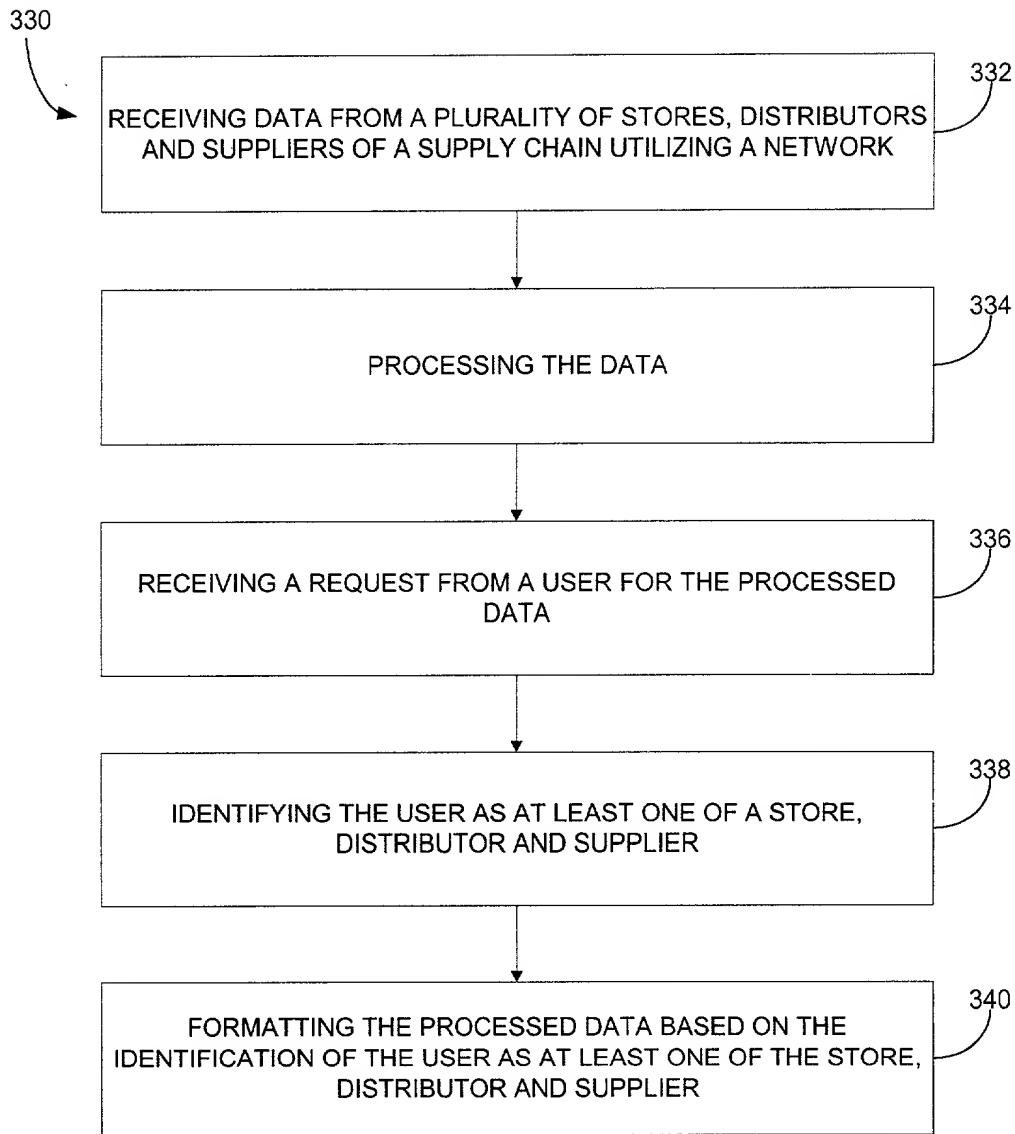
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

400 404 408 410 406 402

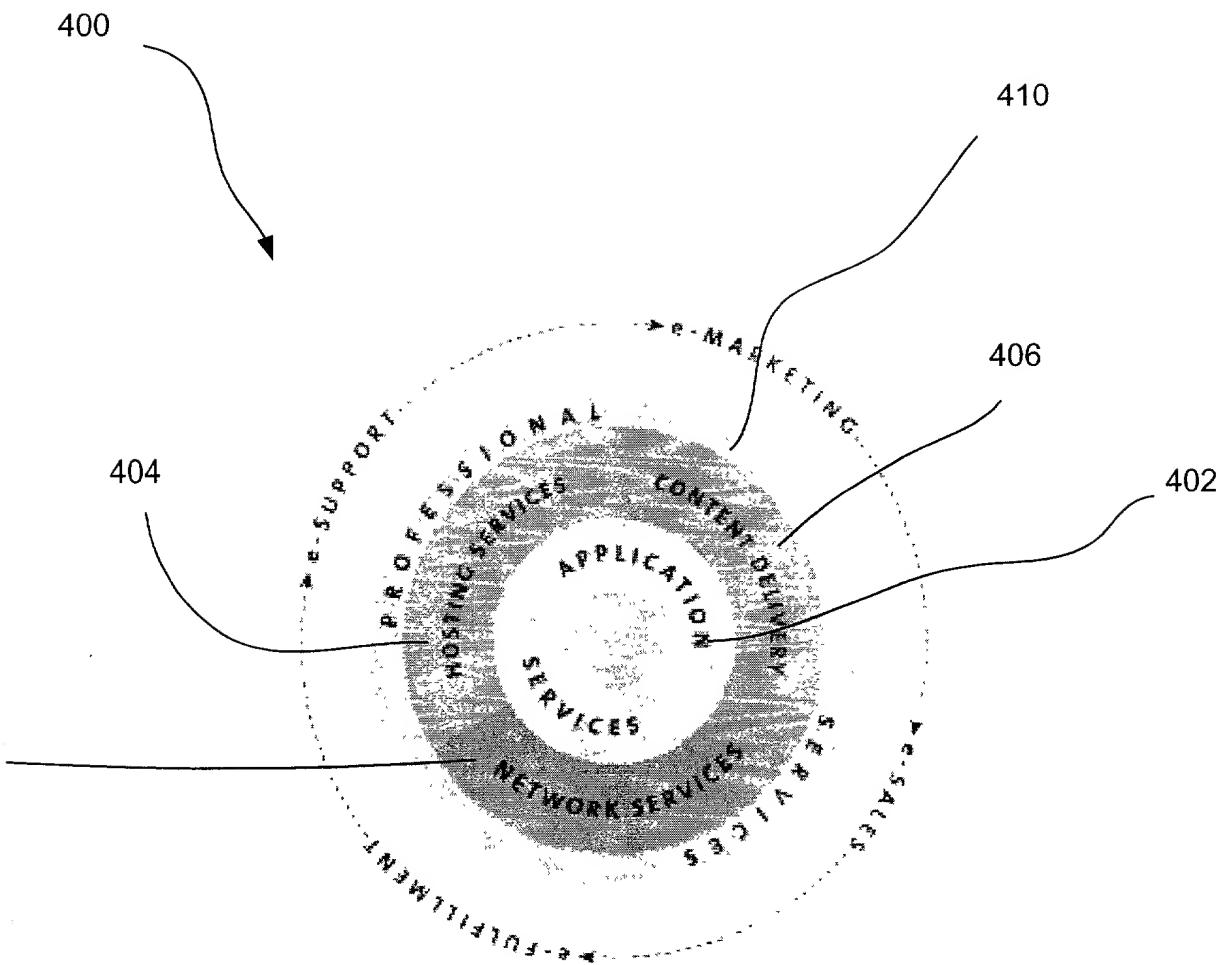
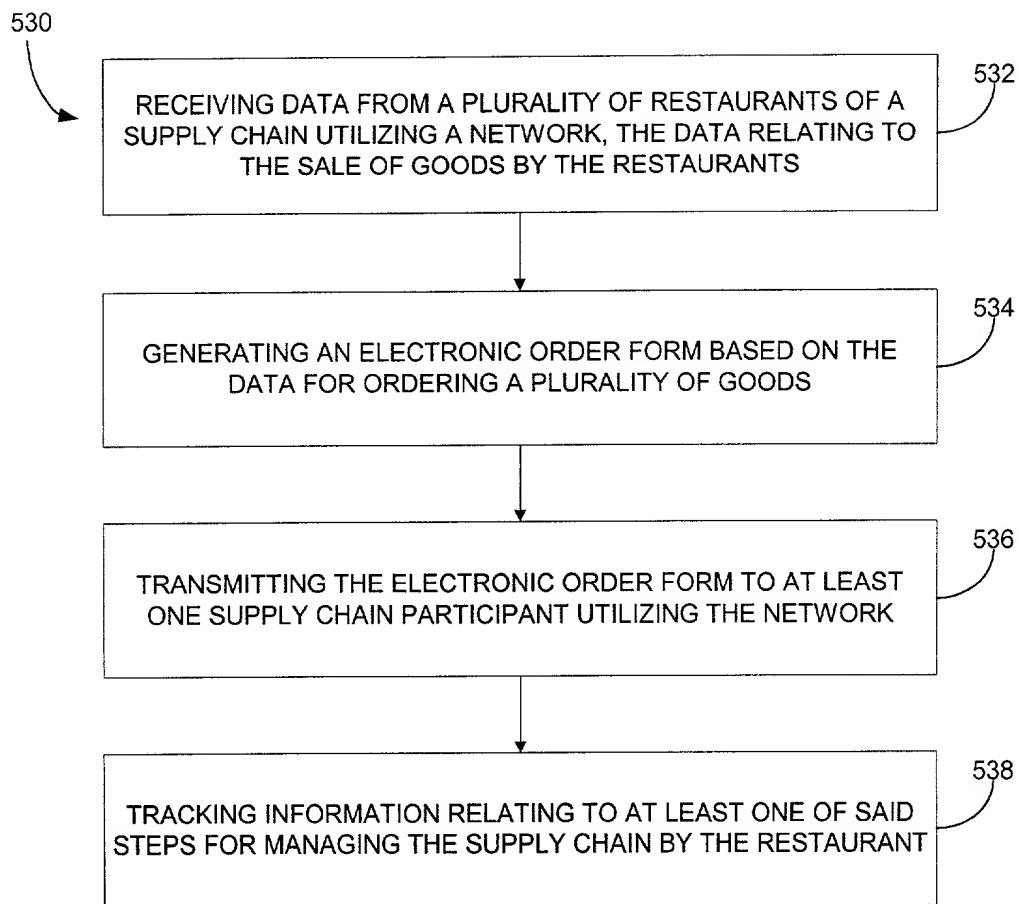
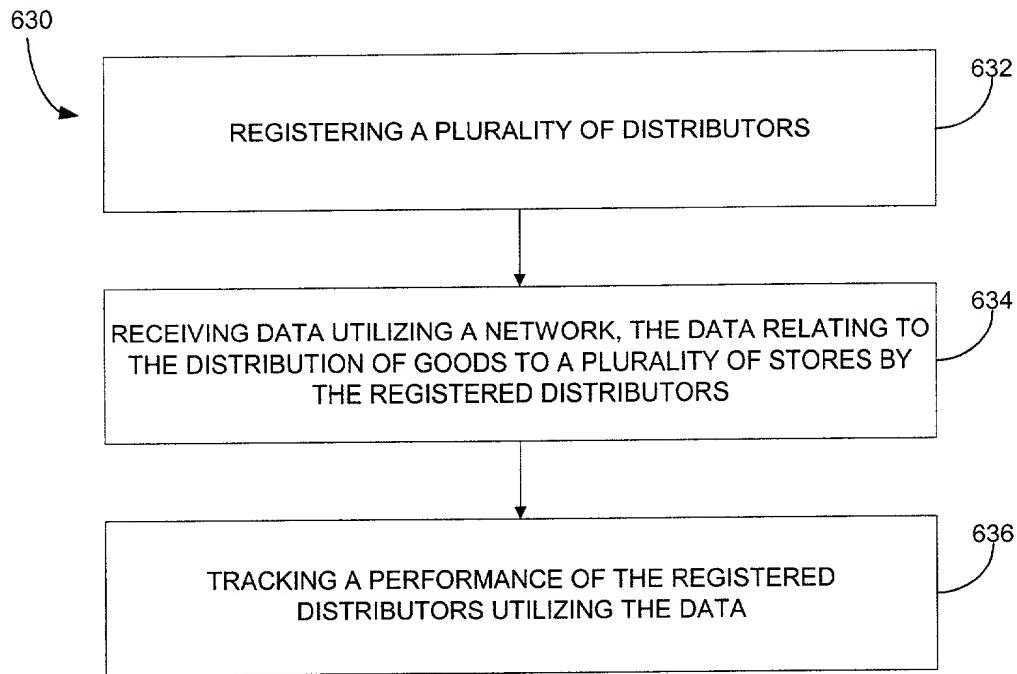


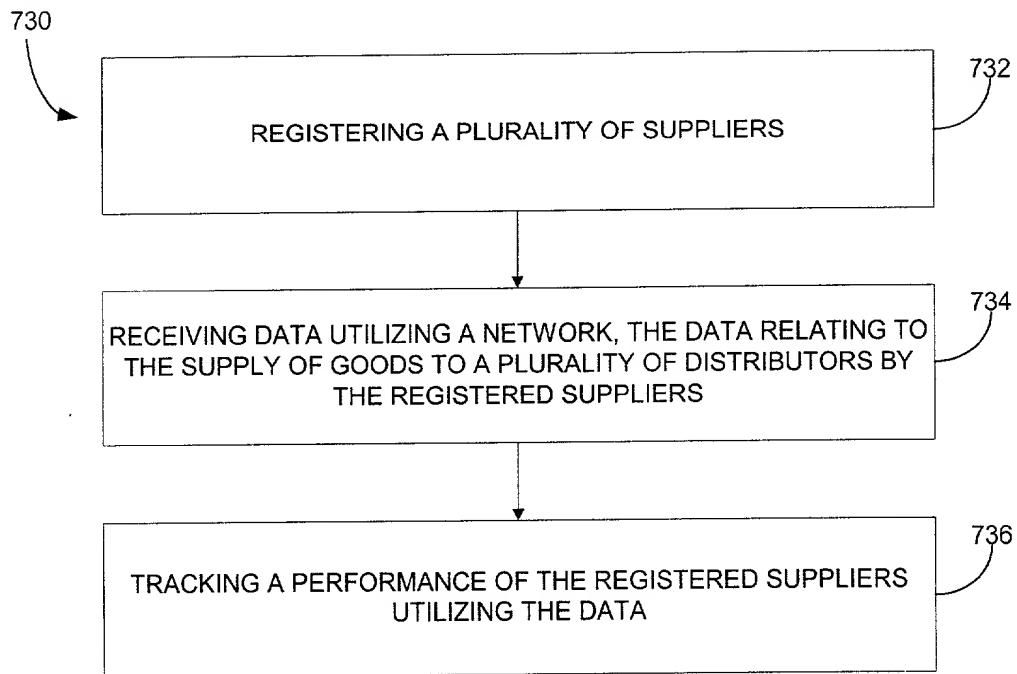
Fig. 4



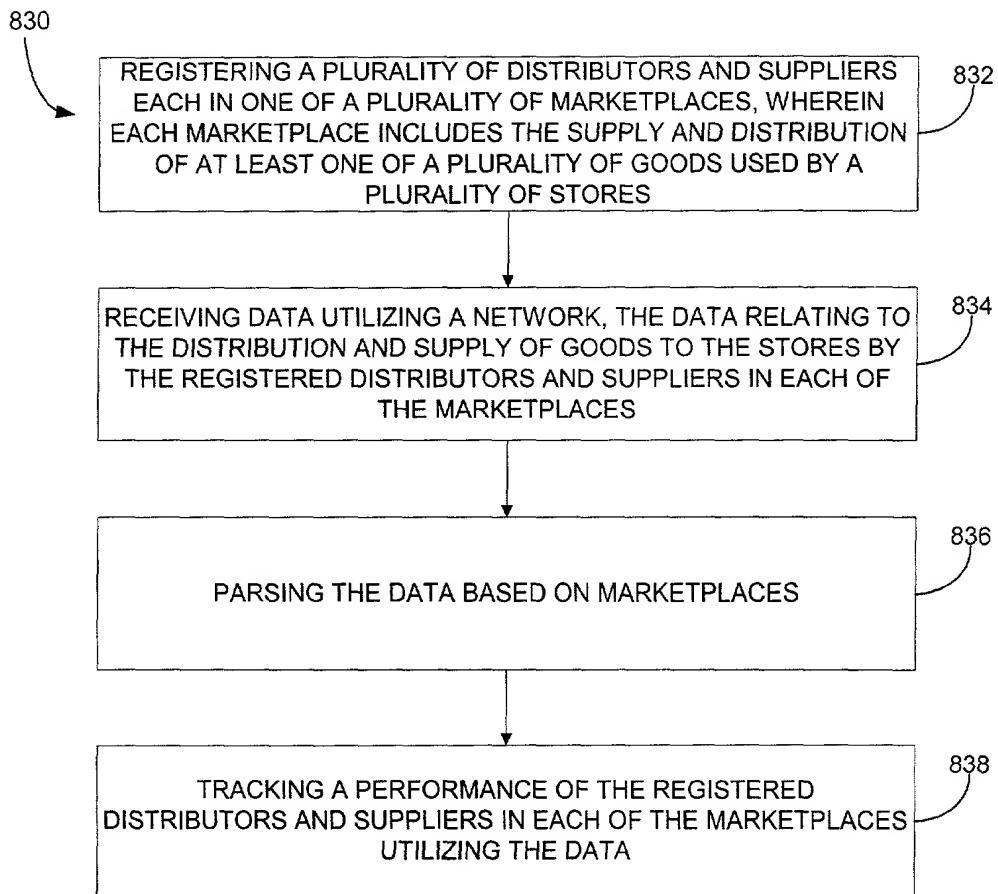
**FIG. 5**



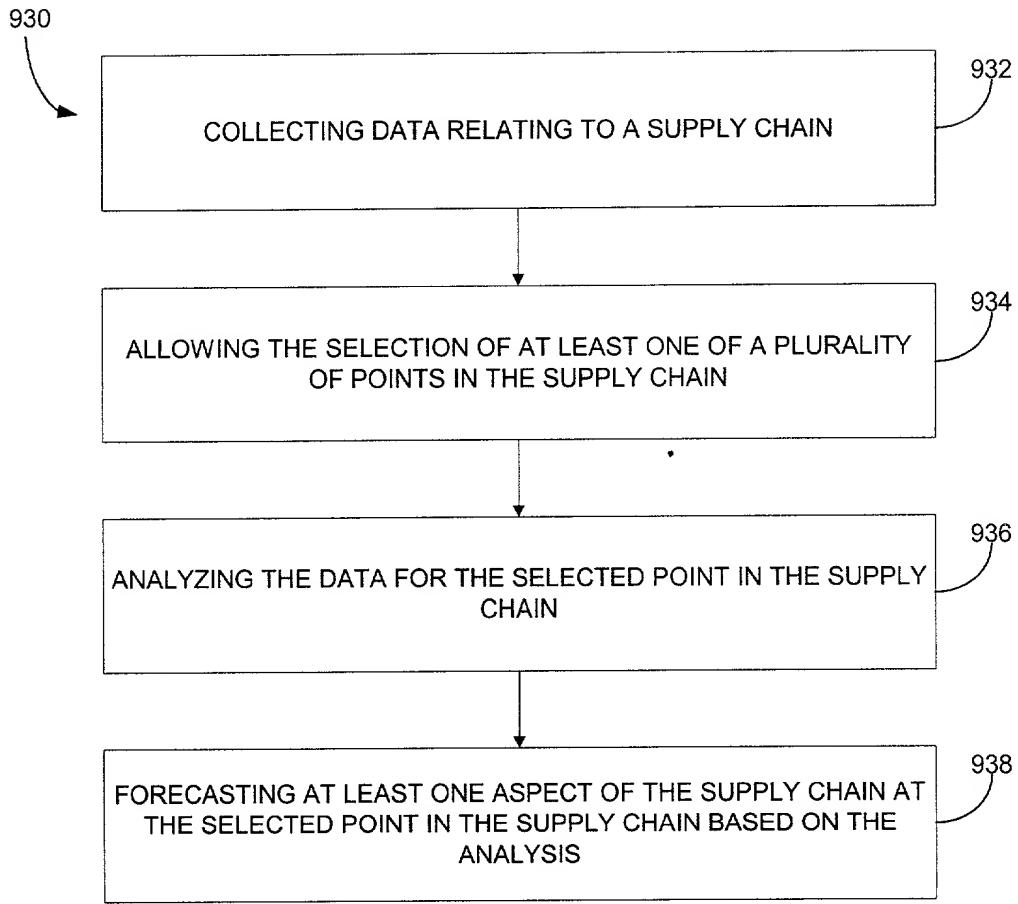
**FIG. 6**



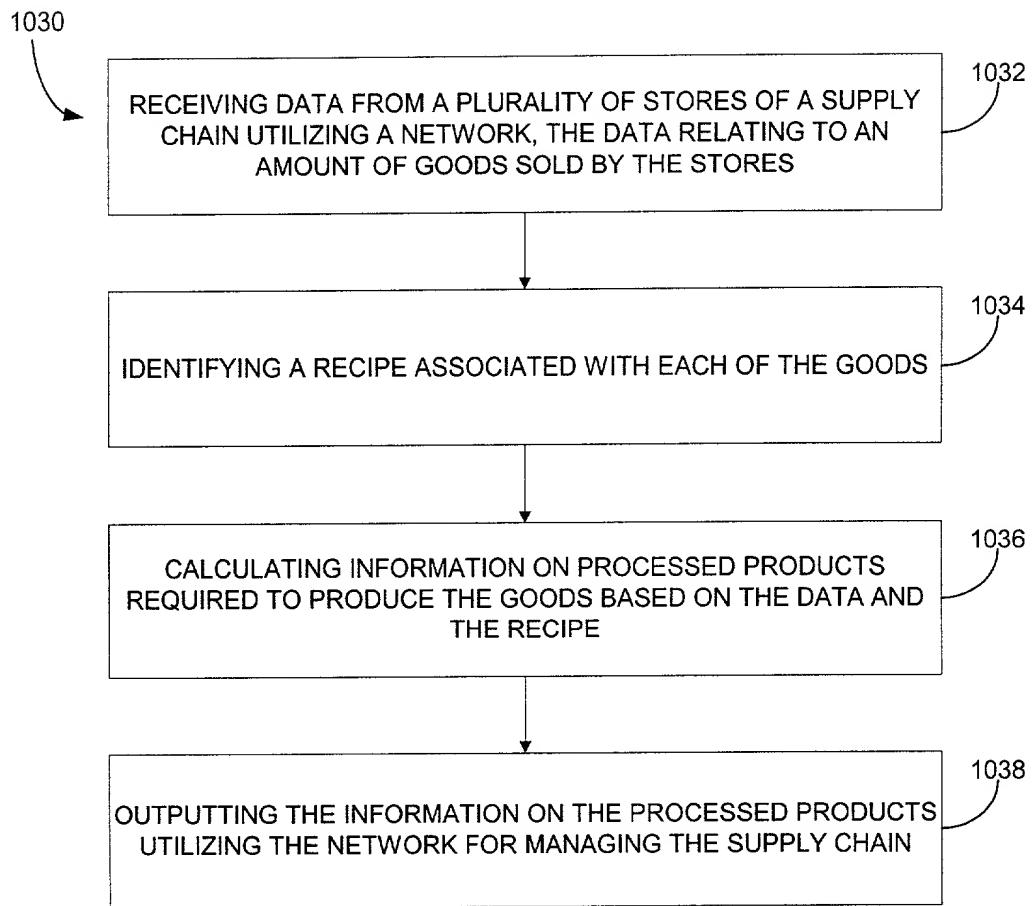
**FIG. 7**



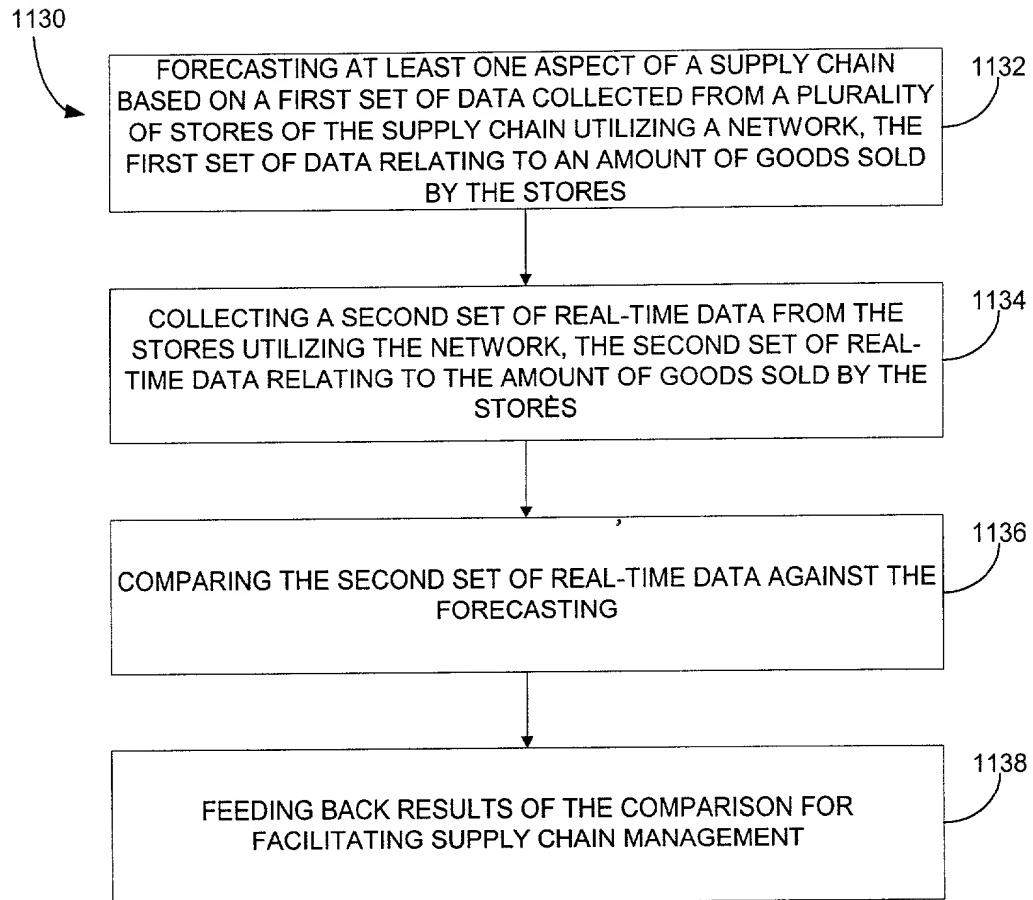
**FIG. 8**



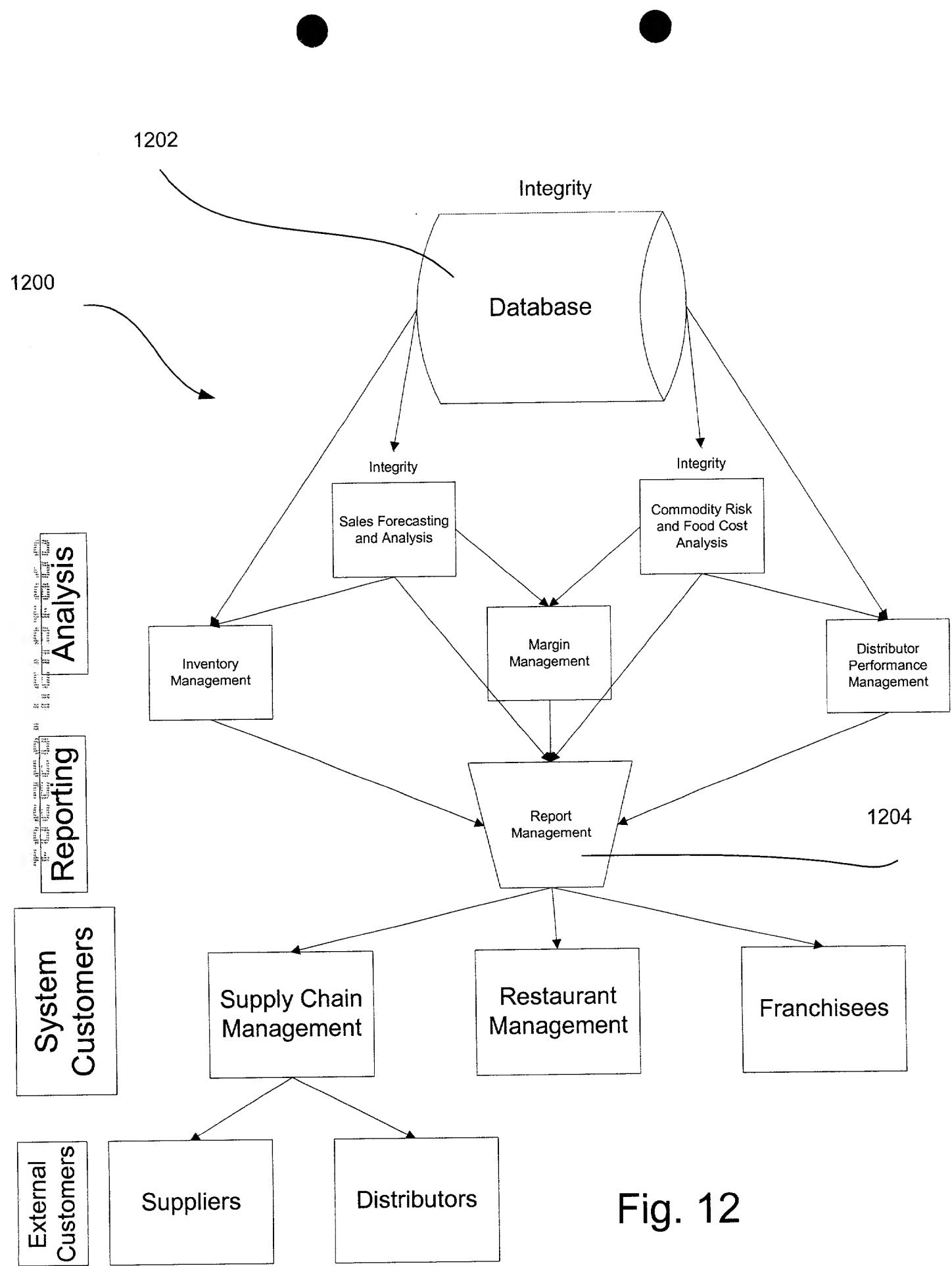
**FIG. 9**

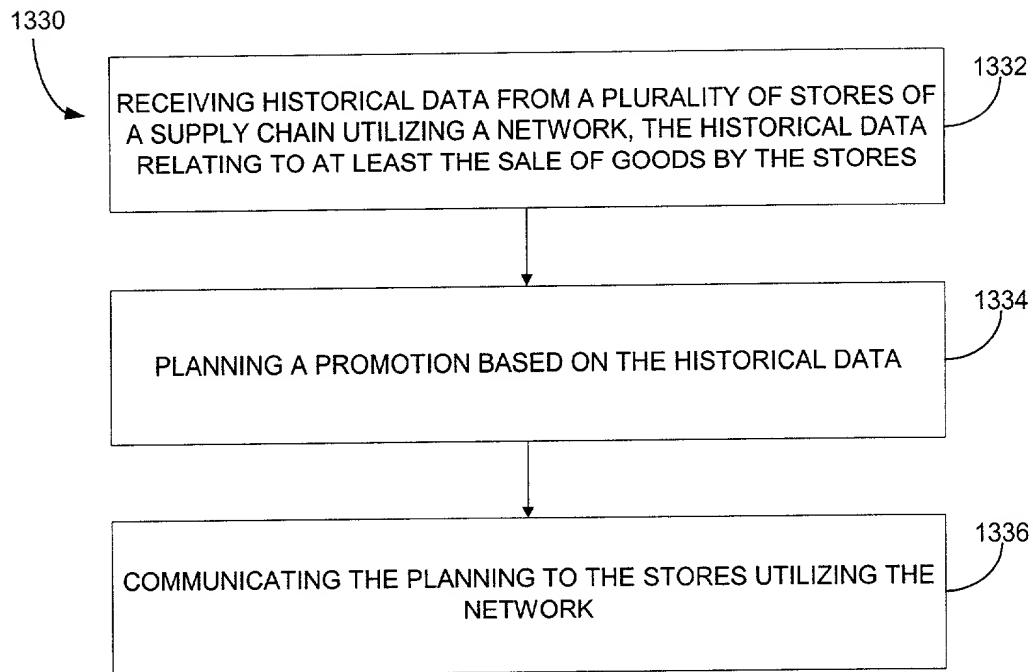


**FIG. 10**

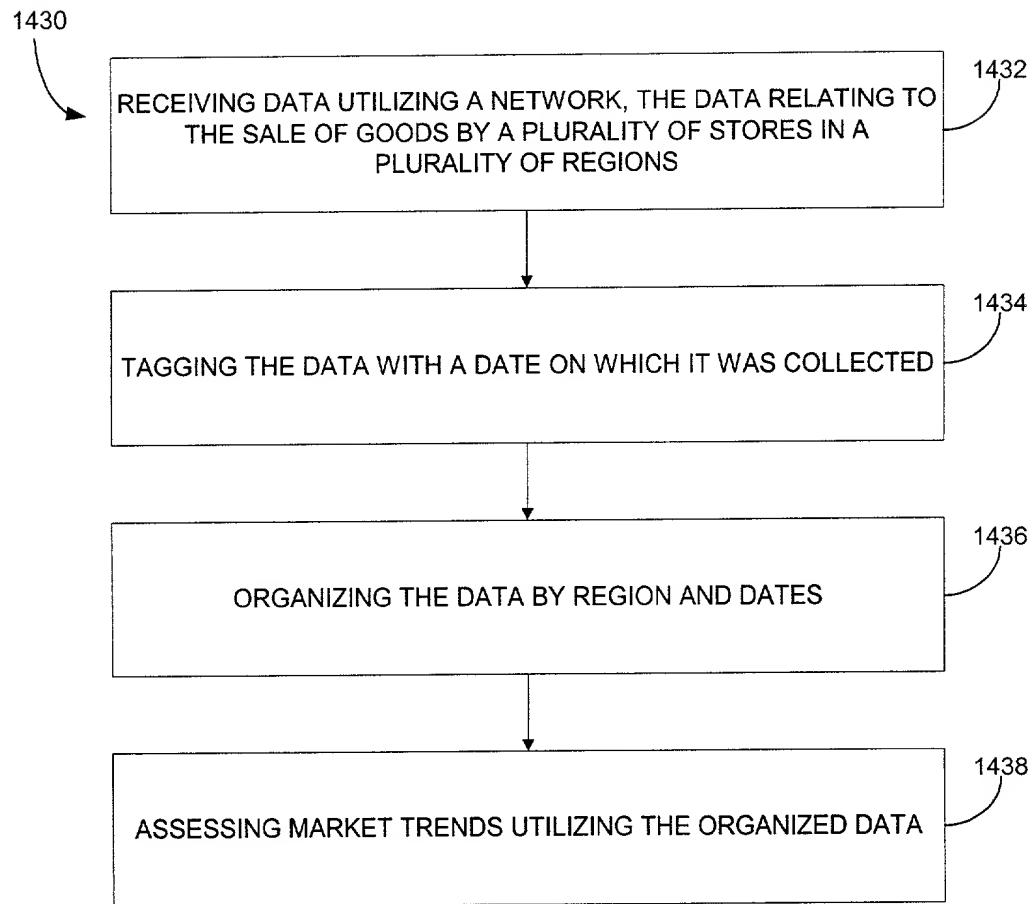


**FIG. 11**

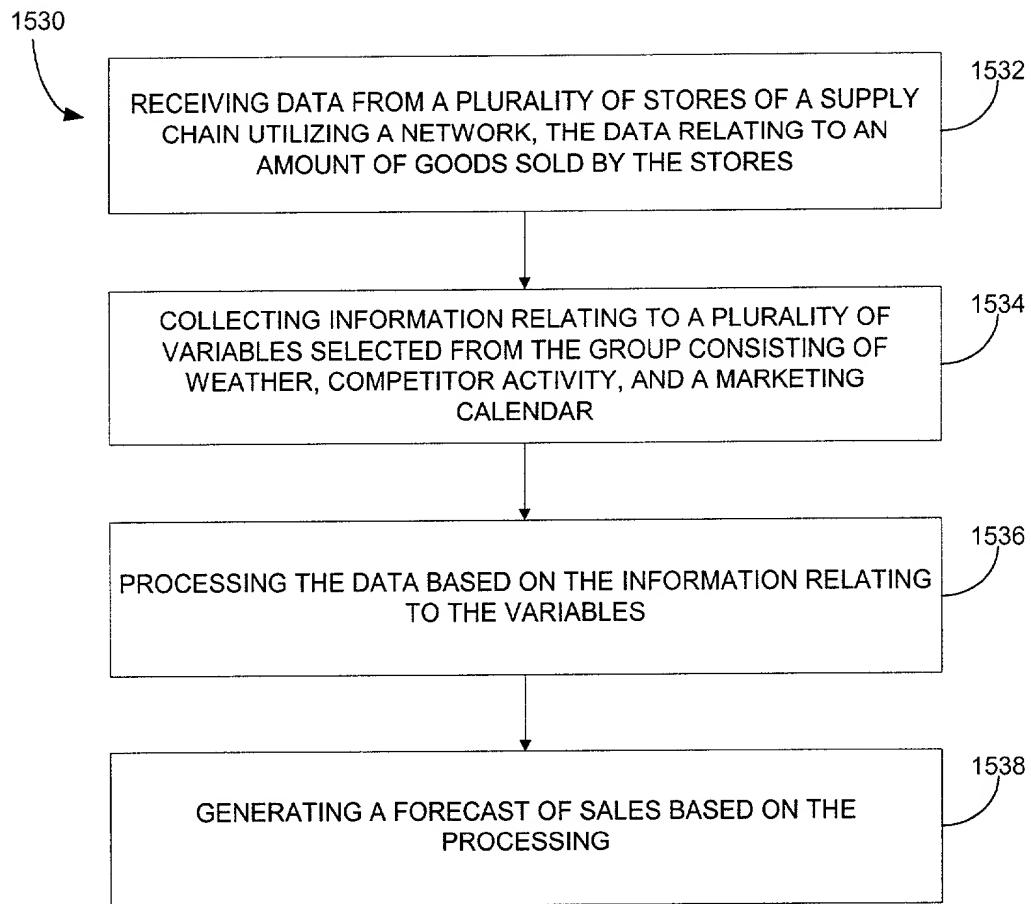




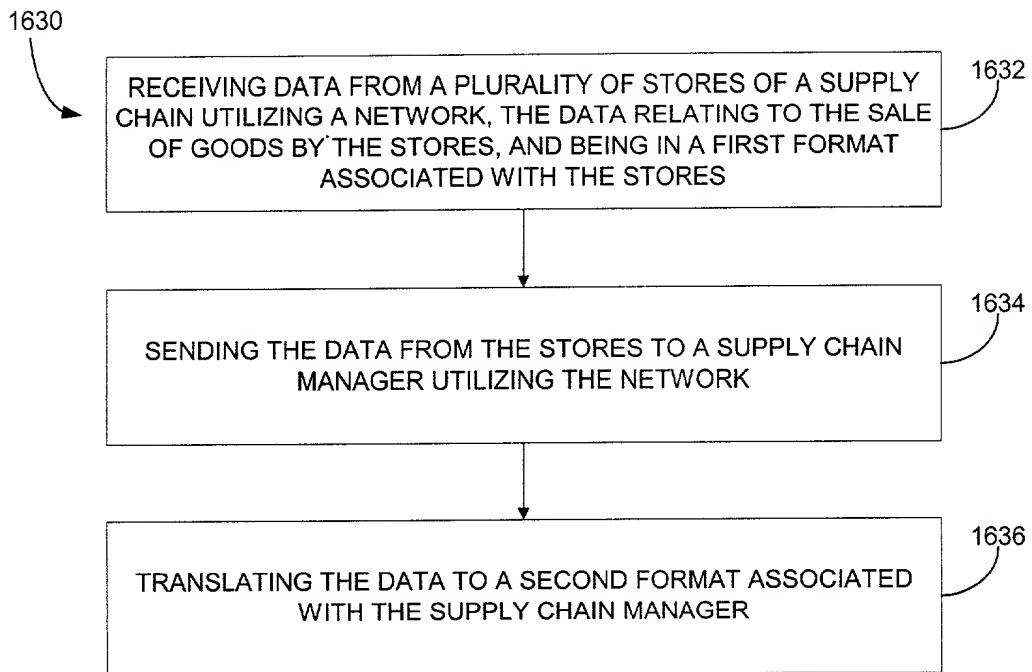
**FIG. 13**



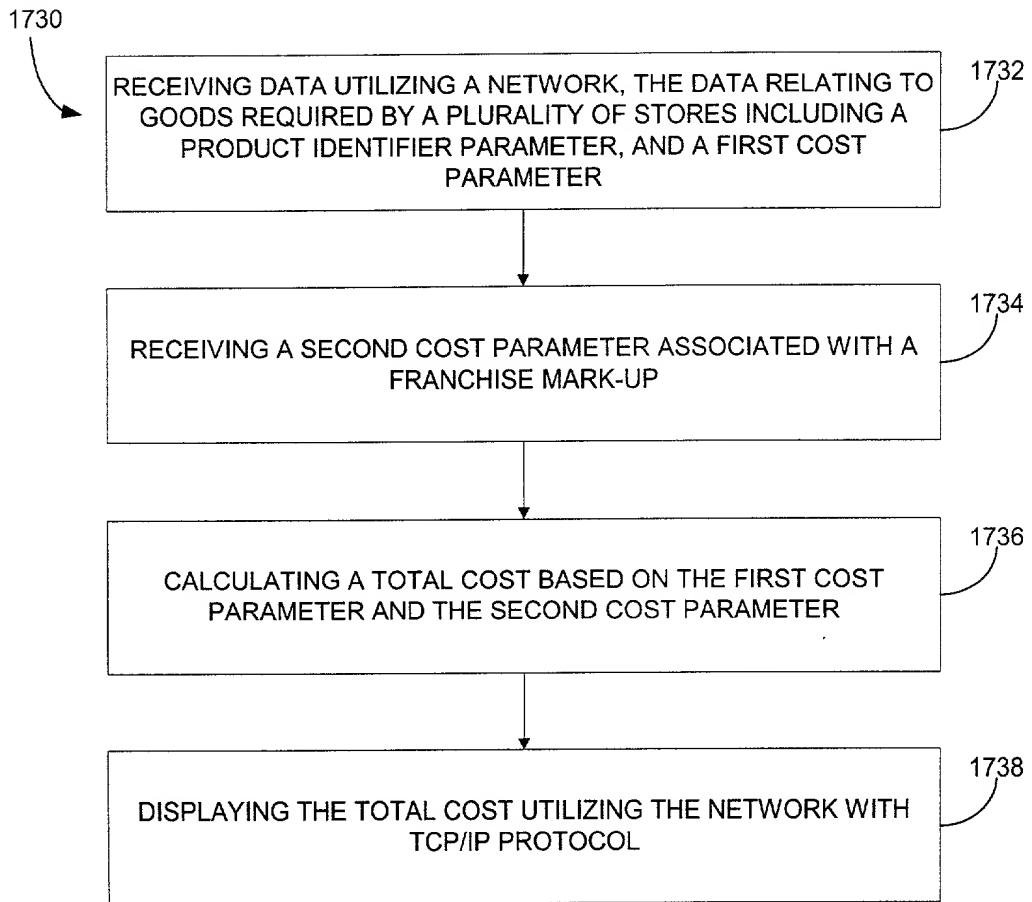
**FIG. 14**



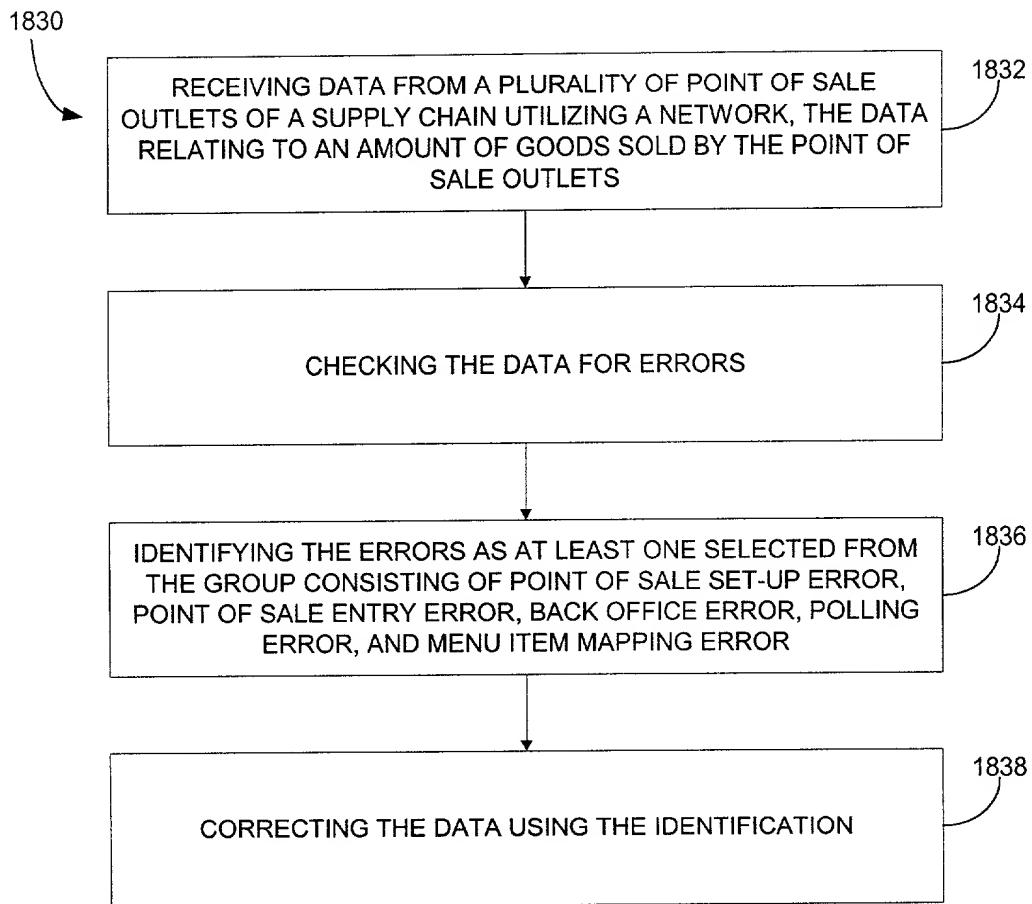
**FIG. 15**



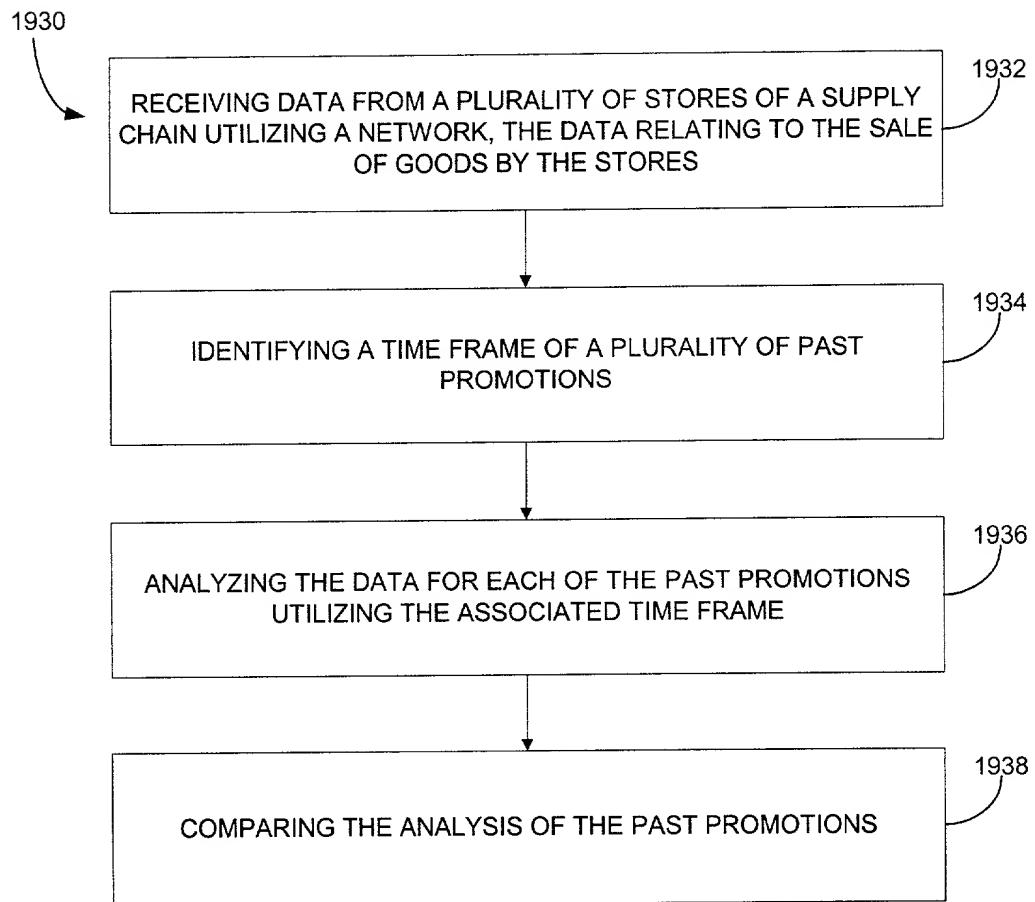
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

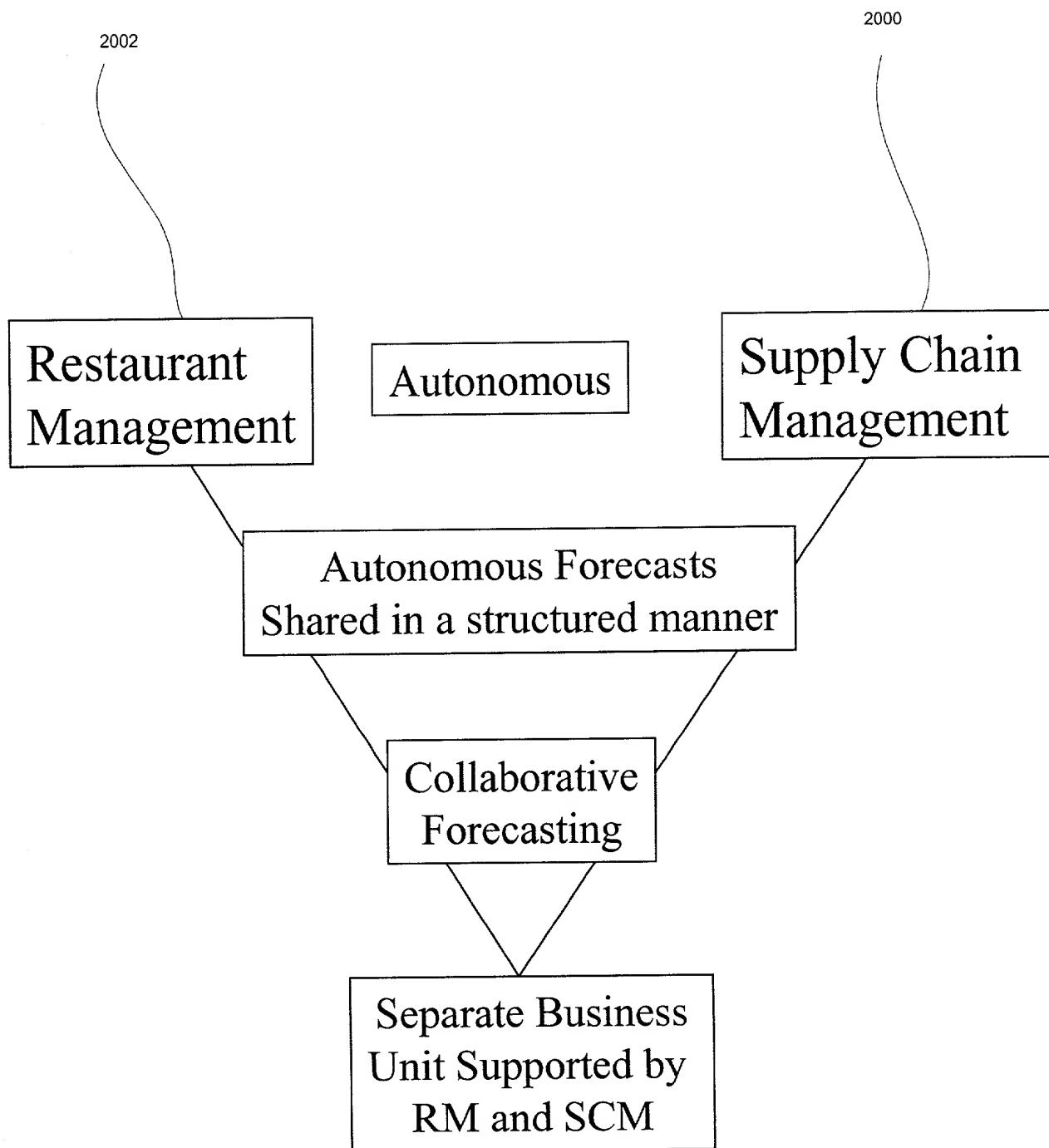


Fig. 20

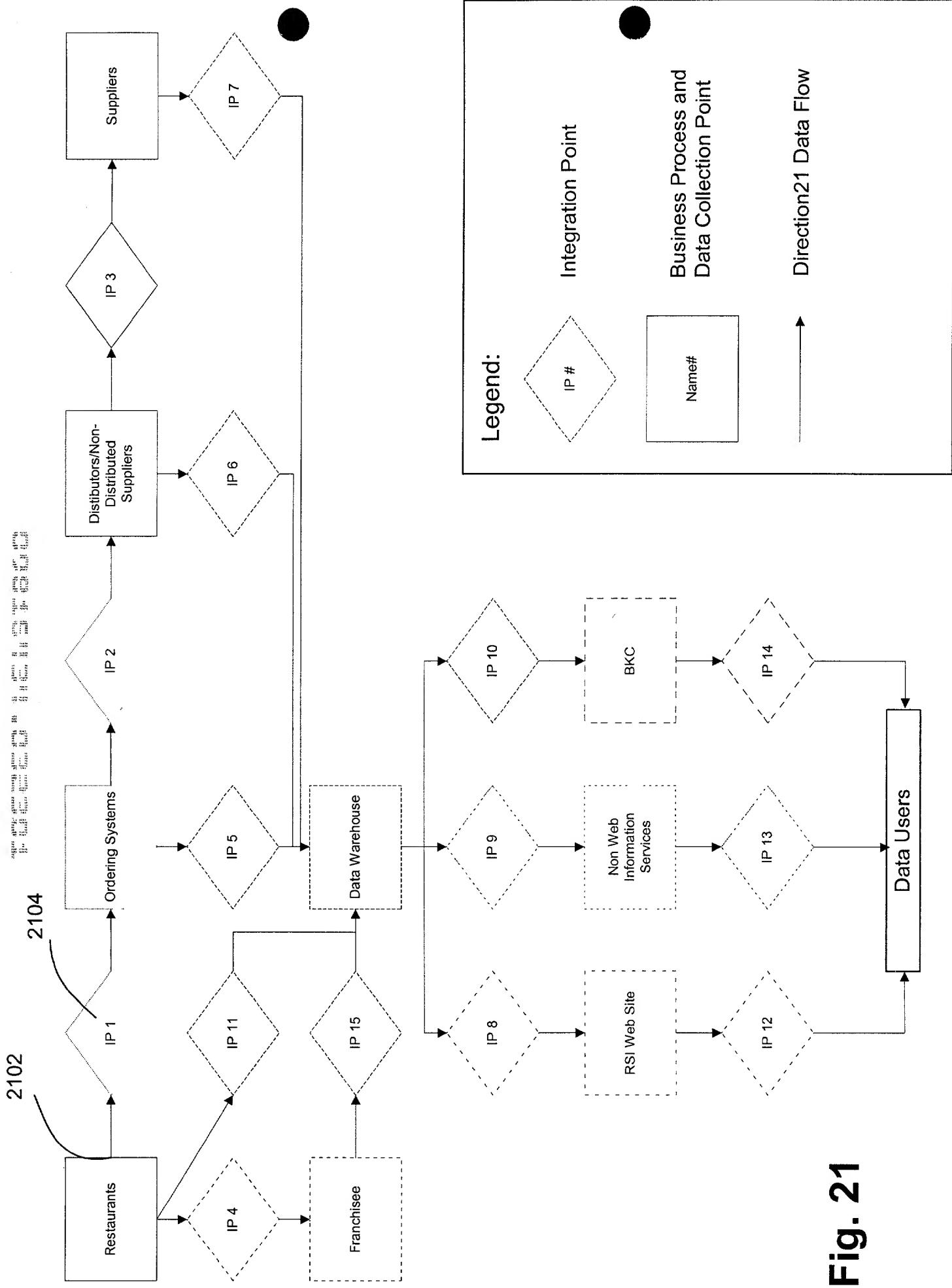


Fig. 21

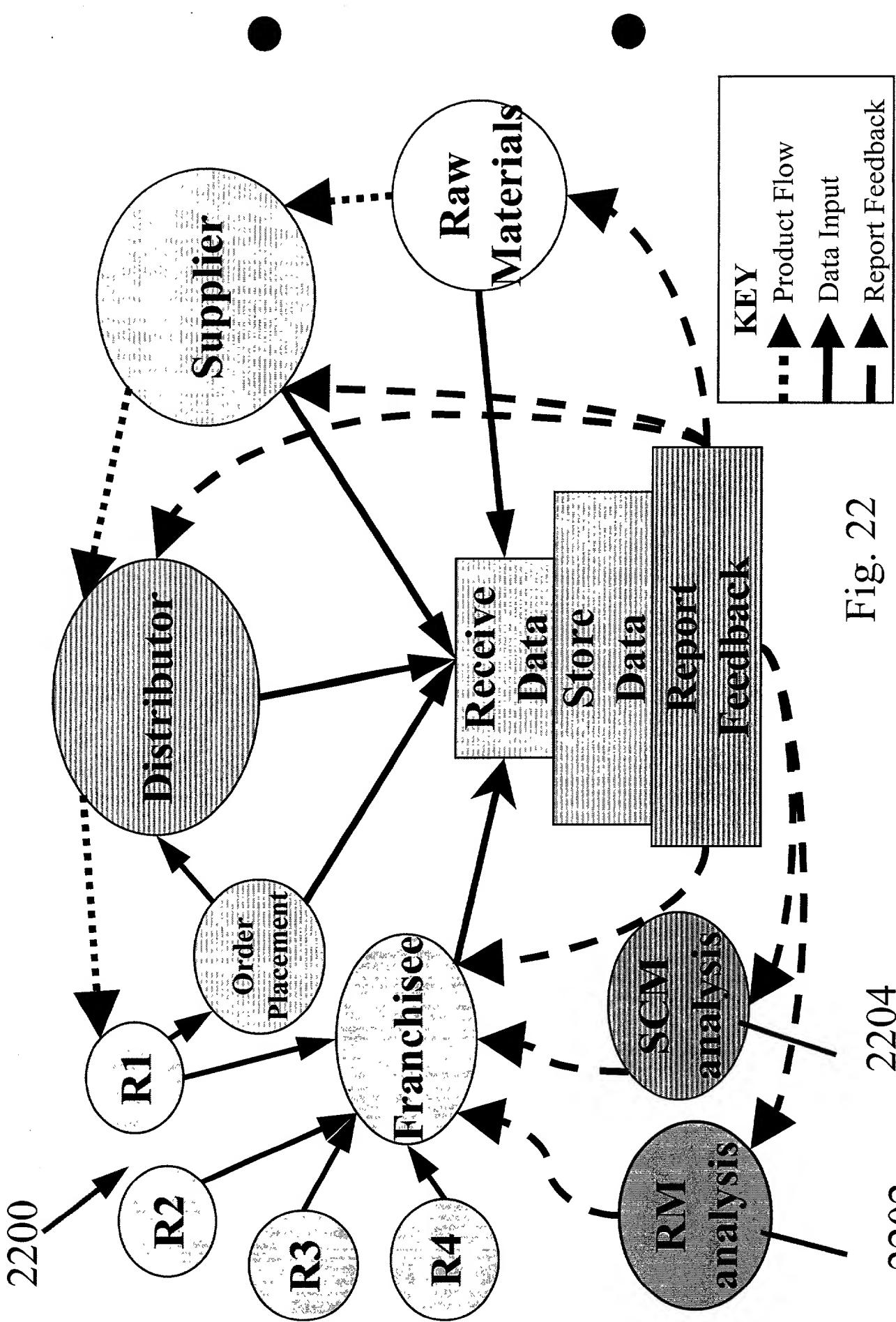
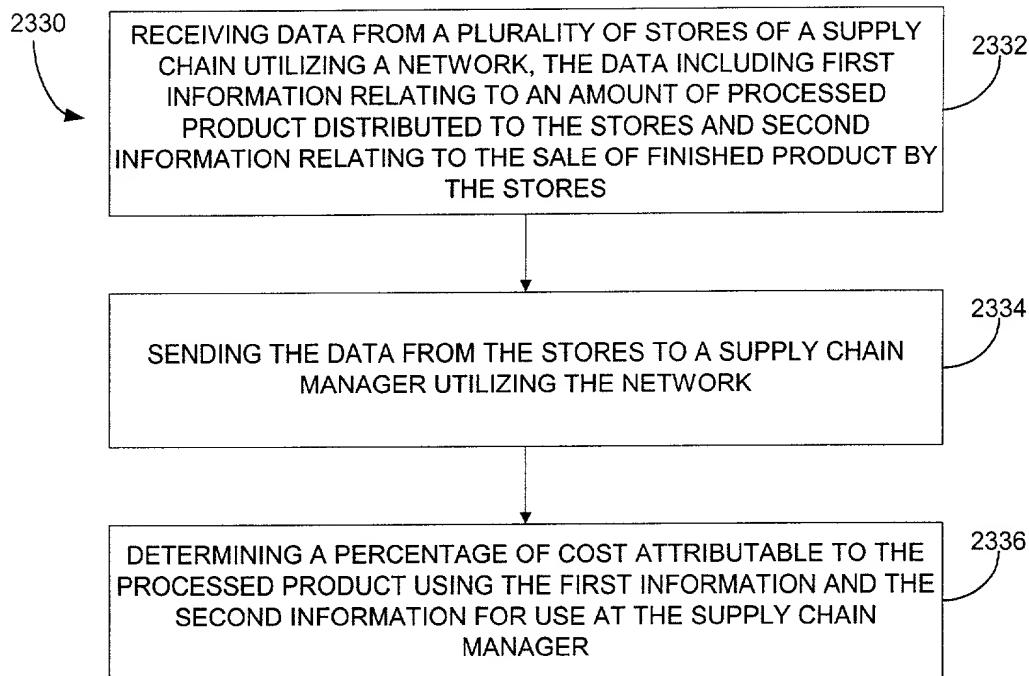


Fig. 22

2204

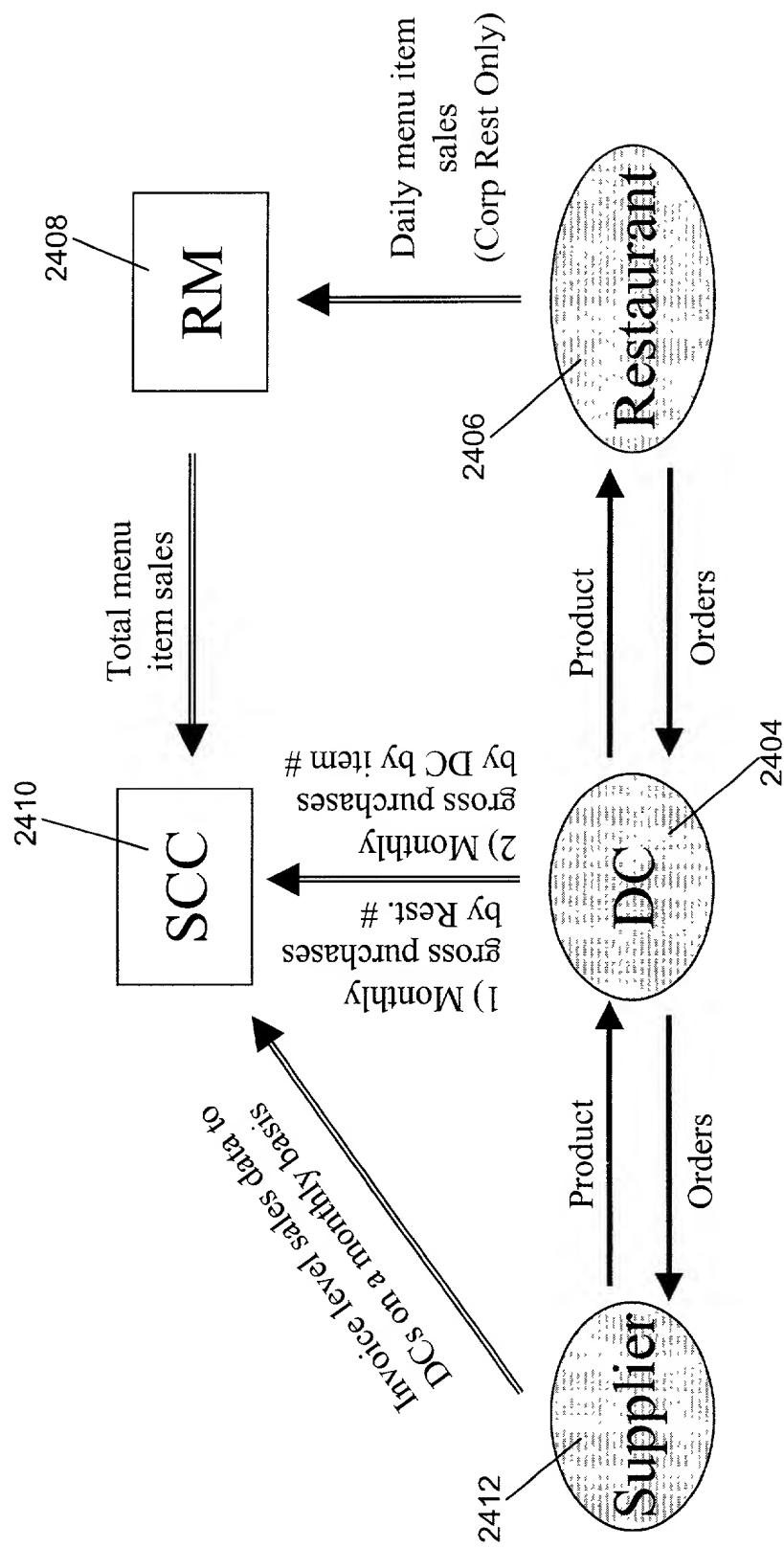
2202

2200



**FIG. 23**

FIG. 24



**FIG. 25**

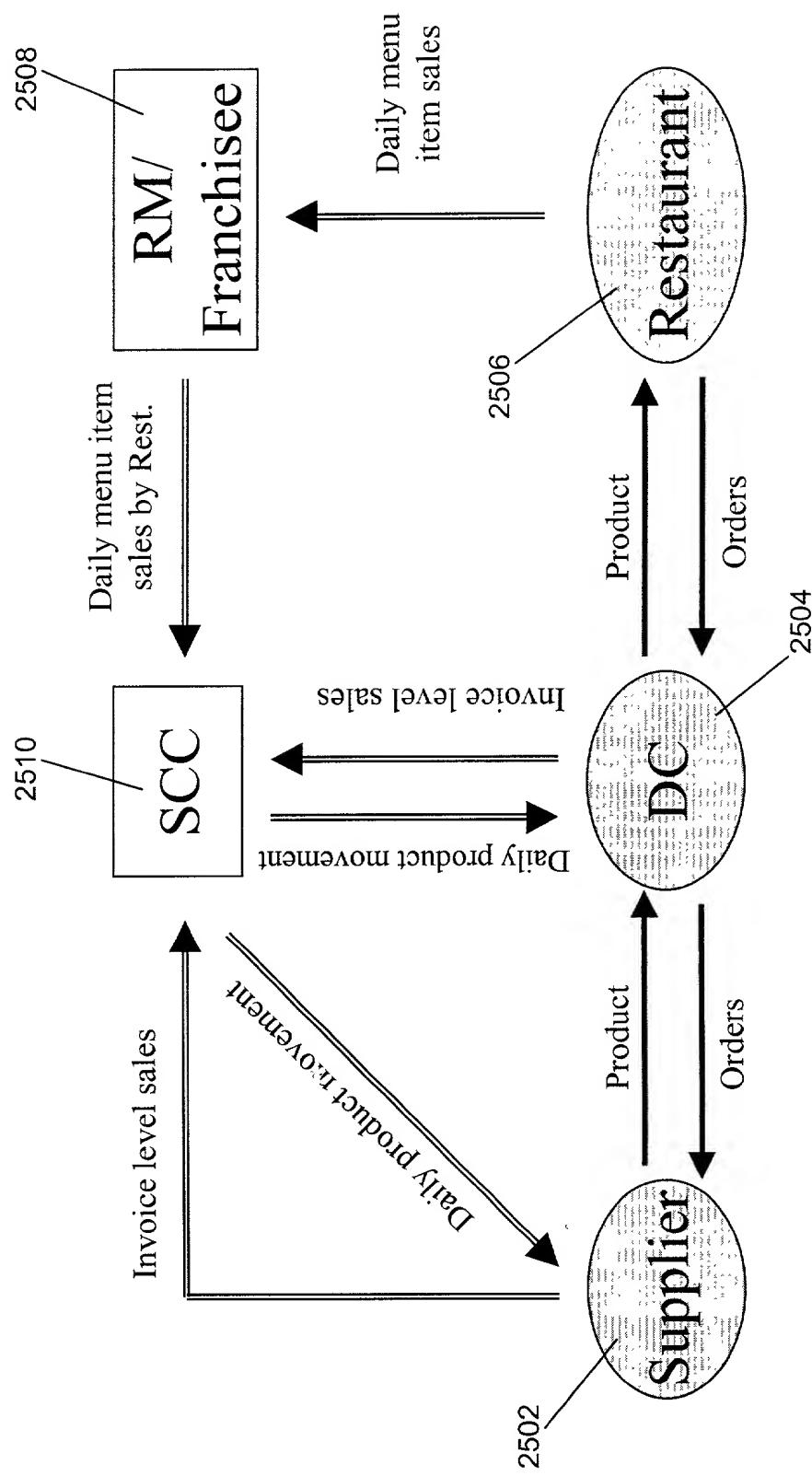


FIG. 26

2600

2602

2604

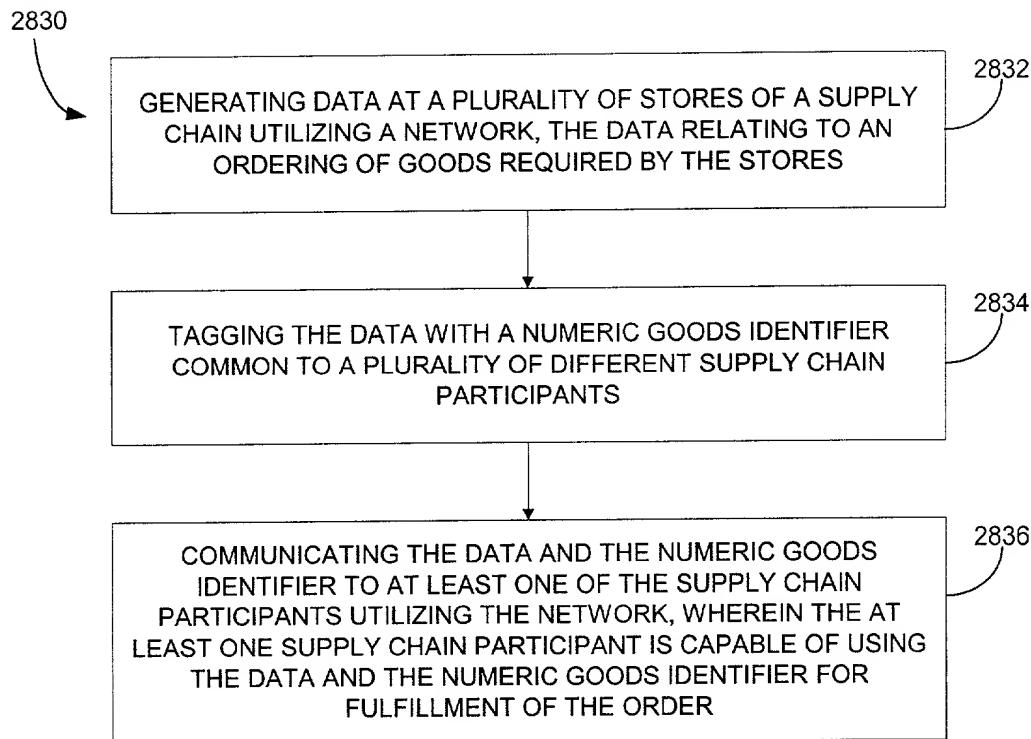
**FIG. 27**

2700

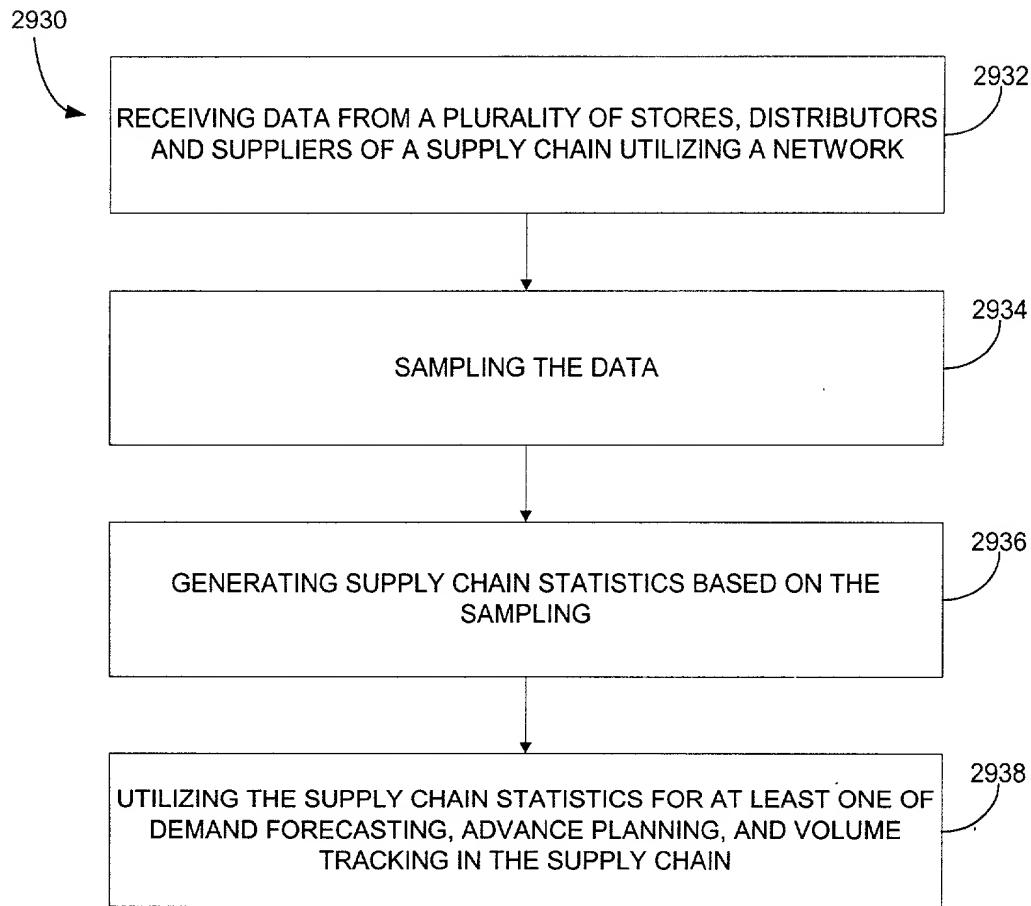
**Promotional Monitor - System & Regional**

Category	Segment	Historical			Week #1			D+6	D+7	Total
		W-4	W-3	W-2	W-1	D+1	D+2			
<b>Total Sales(\$/Store)</b>		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513
<b>Menu Item Sales for Key Products (units/restaurant/week)</b>										
Whopper	WHOPPERS	215	211	228	269	32	34	37	40	60
	WHOPPERS w/CHEESE	146	142	148	162	18	20	21	23	35
	YMM WHOPPERS	699	679	714	813	94	103	111	120	180
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	183	275
<b>Variance from Expected (Highlighted Areas are Outside of Expected Range)</b>										
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%
	WHOPPERS w/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%

2702

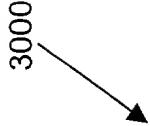


**FIG. 28**



**FIG. 29**

3000



Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

#### Delivery Order Fill Rate

3002

Total Cases Ordered: 65712

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overshopped and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing: Out of Stocks Substitutions Out of Code Total Purchasing

Purchasing:	Cases:	990	70	1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

#### On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

#### Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

He had a very large family, and he was a very poor man.

3100

**Alliant - Monthly DC Data Feed Performance**  
**August 2000**  
**Mock Report**

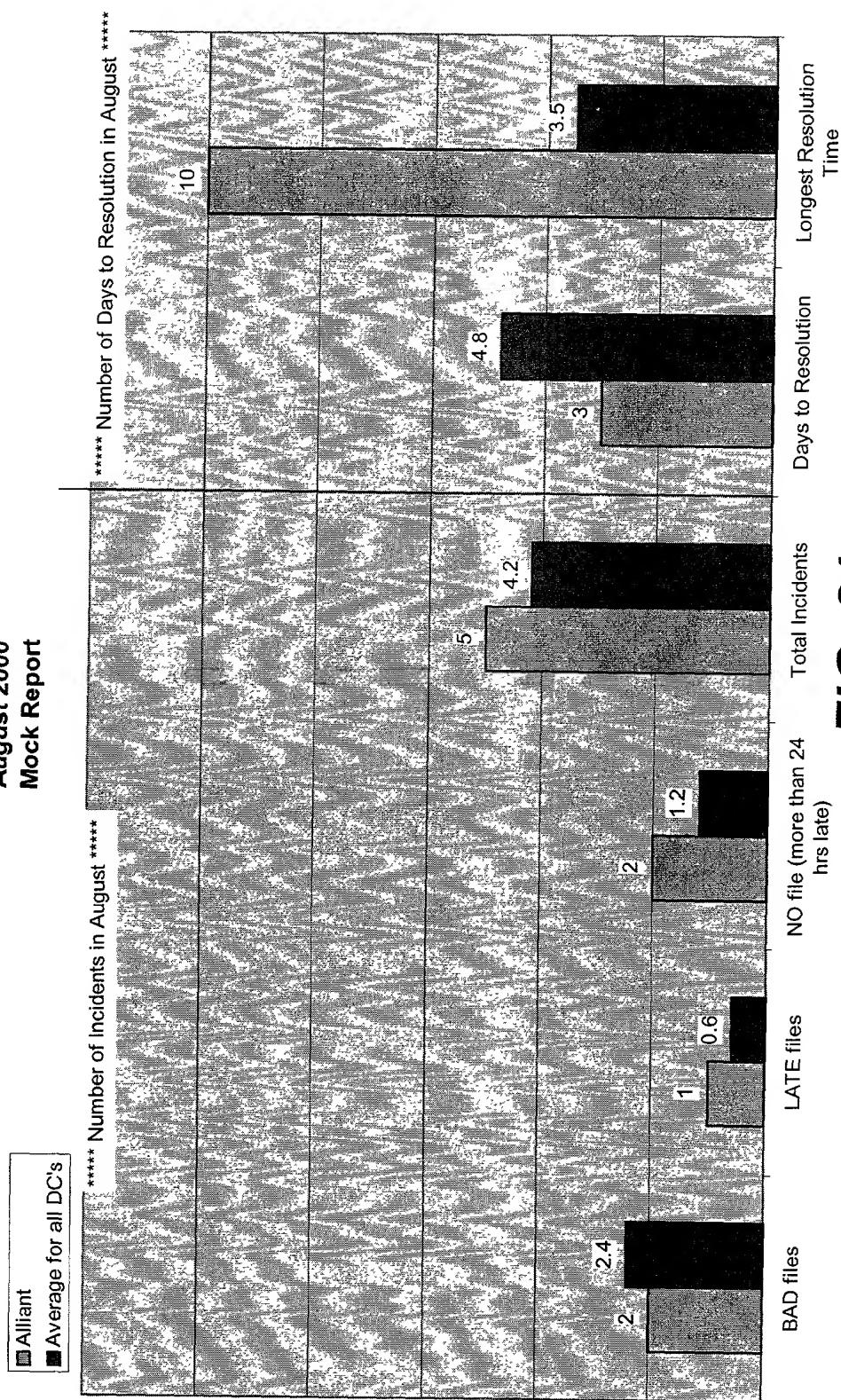


FIG. 31



## Service Level Reporting

### August

3200

	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%	90.00%	
Alliant-Topeka	98.05%	98.74%	
Alliant-Wixom	99.34%	92.01%	78.70%
King-Atlanta	98.15%	98.56%	80.93%
King-Jacksonville	98.75%	94.53%	86.98%
King-Louisville	99.41%		79.25%
Maines 29-Corinth			
Maines 30-Cleveland	99.41%		
Maines Long Island			
Maines New England			79.83%
MBM-Fullerton	99.13%		94.15%
MBM-Louisville	98.51%		92.88%
MBM-Orlando	99.76%		93.80%
MBM-Rocky Mount	99.13%		92.46%
McCabe's	98.81%	98.72%	96.84%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.60%		85.37%
PFD Supply	98.16%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		97.79%
Reinhart-Cedar Rapids	99.05%		98.65%
Reinhart-Oak Creek	98.31%		93.59%
Reinhart-Rogers	99.50%		95.49%
Restaurants NW	98.03%	98.07%	80.47%
Shamrock Commerce City	98.54%	94.88%	85.13%
Shamrock-Phoenix	98.81%	98.88%	
Sigma-Harrisburg	98.69%		82.88%
Sigma-Stockton	98.69%	100.00%	92.47%
Sysco	98.08%		

	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BKC Min

**FIG. 32**

# FIG. 33

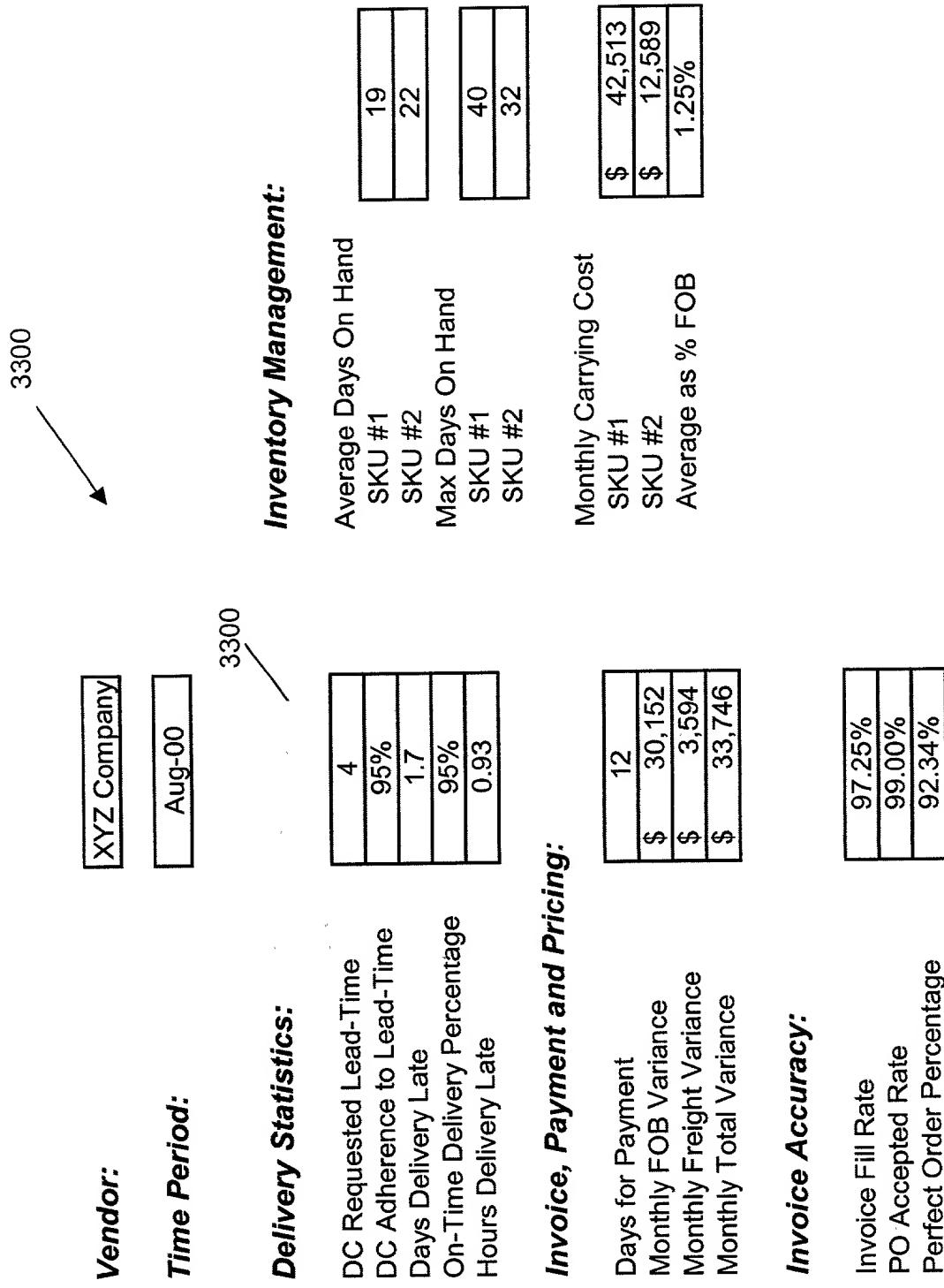
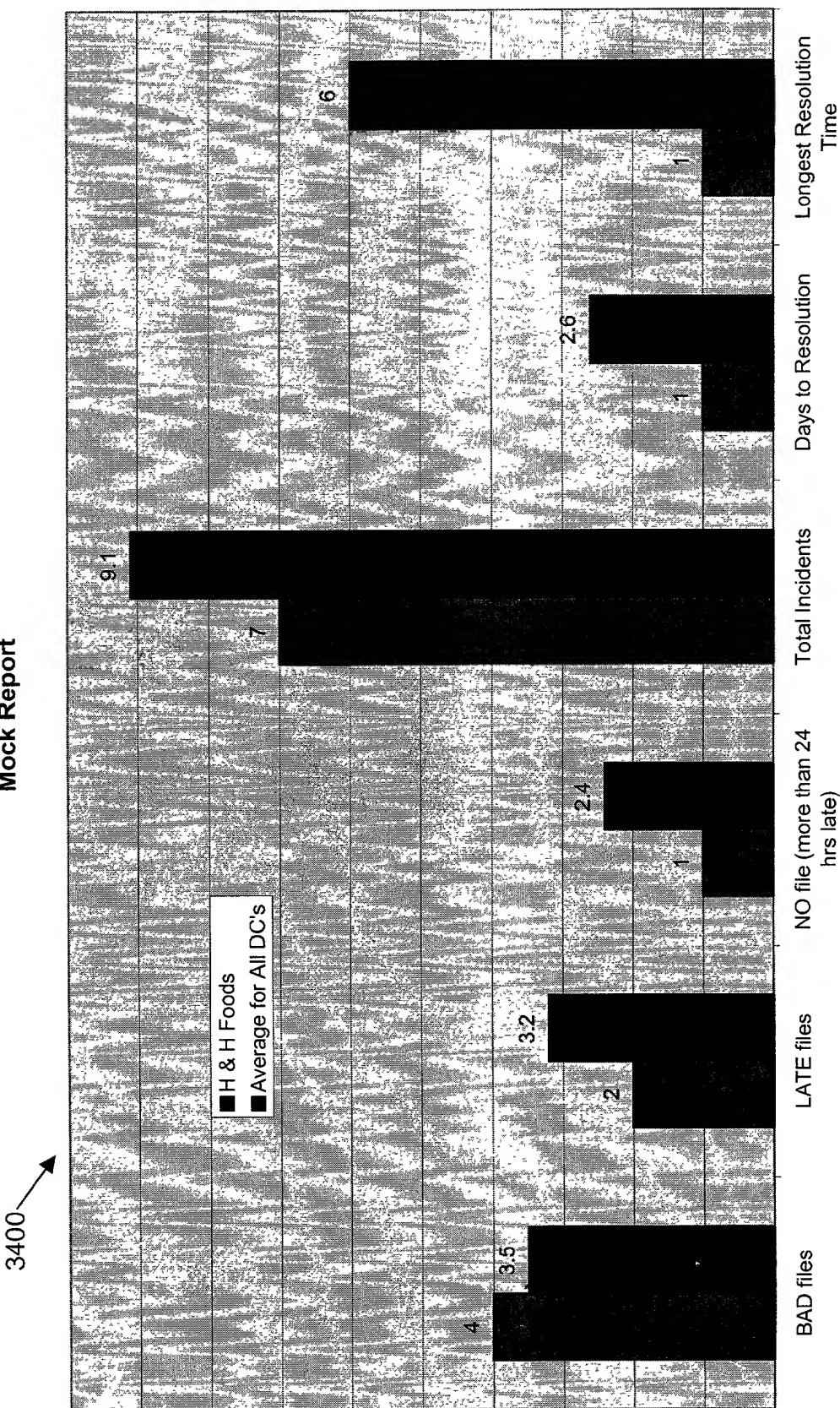


FIG. 34

# H & H Foods - Monthly Supplier Data Feed Performance

## August 2000

### Mock Report



**FIG. 35**



3500

## Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COMARK INSTRUMENTS, INC.	\$4,881		
WHITEFORD FOODS, INC.	\$3,700	97.3%	
LEPAGE BAKERY / COUNTRY KITCHEN	\$0		24.1%
NOR SYSTEMS MEDIA	\$0	92.1%	2.6%
SIGNATURE MEATS GROUP	\$0		94%
SCHWEBEL'S BAKING CO	\$0	95.1%	1.5%
MAUI CUP	\$0		1.25%
MIRAL PLASTICS	\$0		
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.	\$0		1.49%
FORT JAMES OPERATING COMPANY	\$0		
FRESH ADVANTAGE, KC	\$0		1.90%
SILVER KING - MN CORP			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			
COLLIGHRTY RACKING			
BEVERAGE-AIR	\$0	93.4%	2.51%
COMPONENT HARDWARE GROUP, INC.			2.06%
COCA-COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS		96.3%	2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS			1.04%
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS LLC	\$3,228		
ROSE PACKING COMPANY		93.3%	2.98%
RSI Min			
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%
	OK		
	Didn't meet RSI Min.		

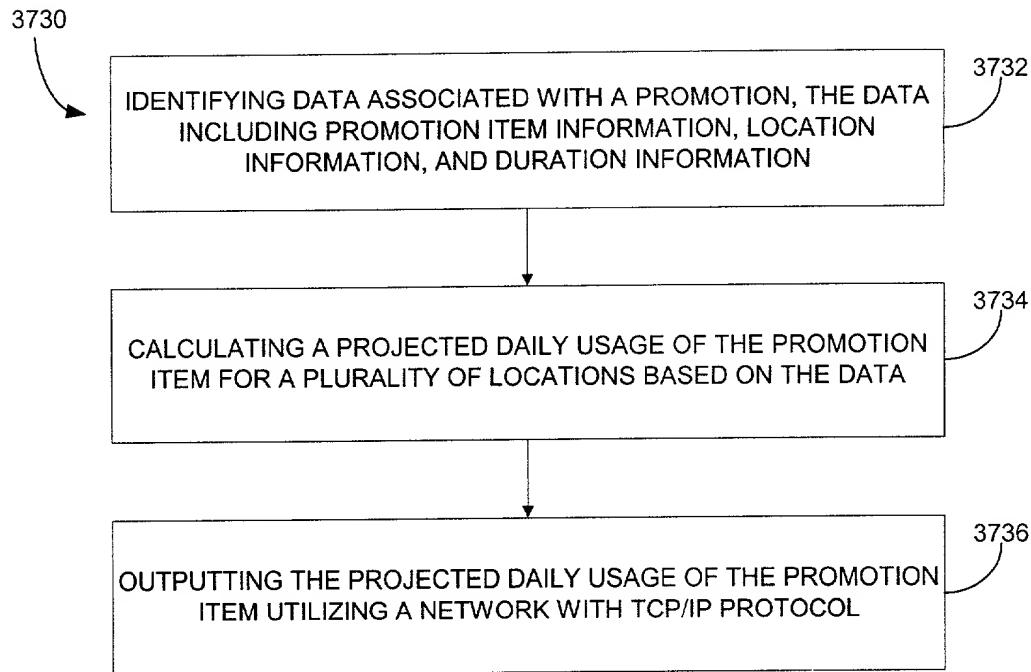
## Mock Report/1

3600  
↓

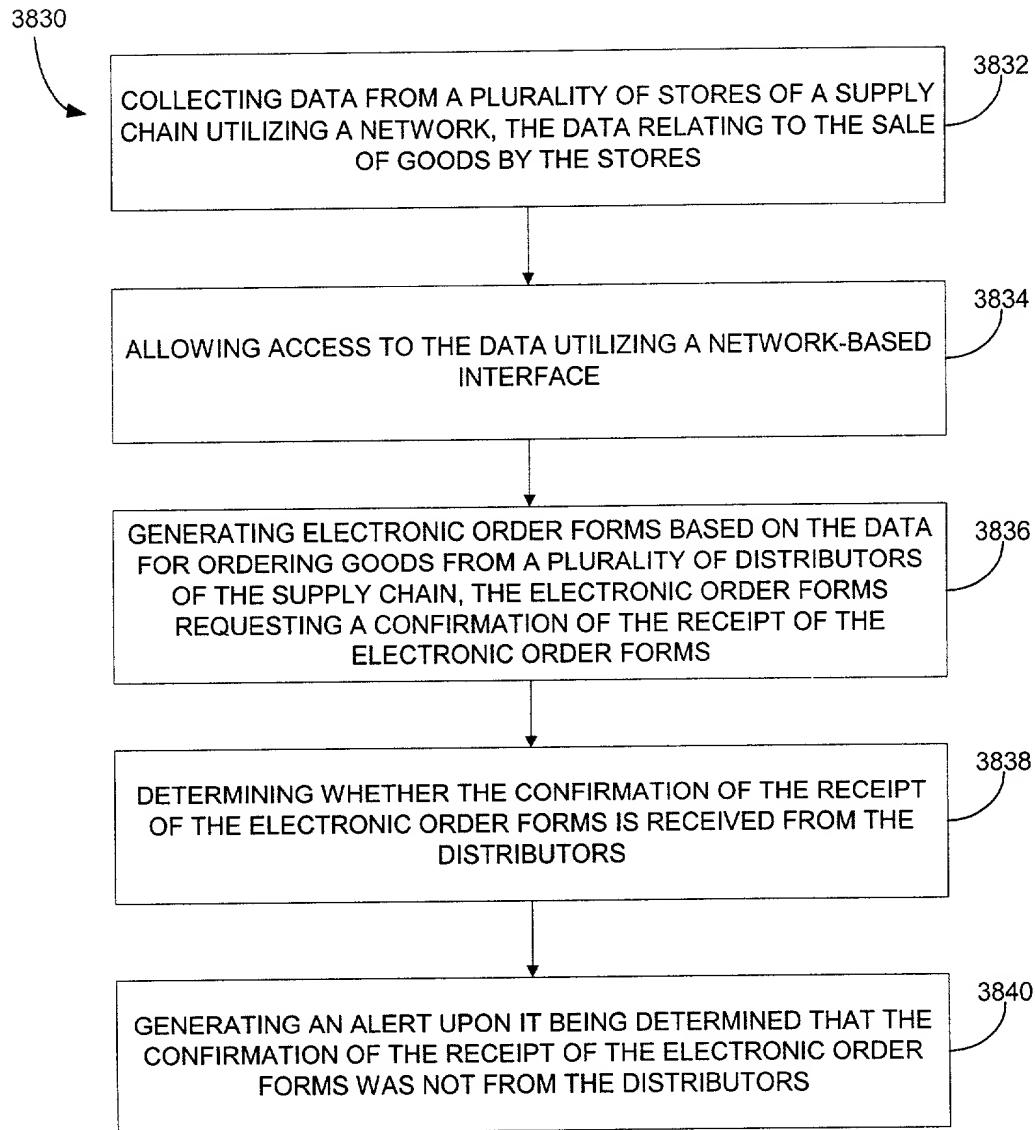
	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance									
Good/(Bad)	0.59	0.30							
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance									
Good/(Bad)	\$1.14	0.6%	\$0.65	0.4%					

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

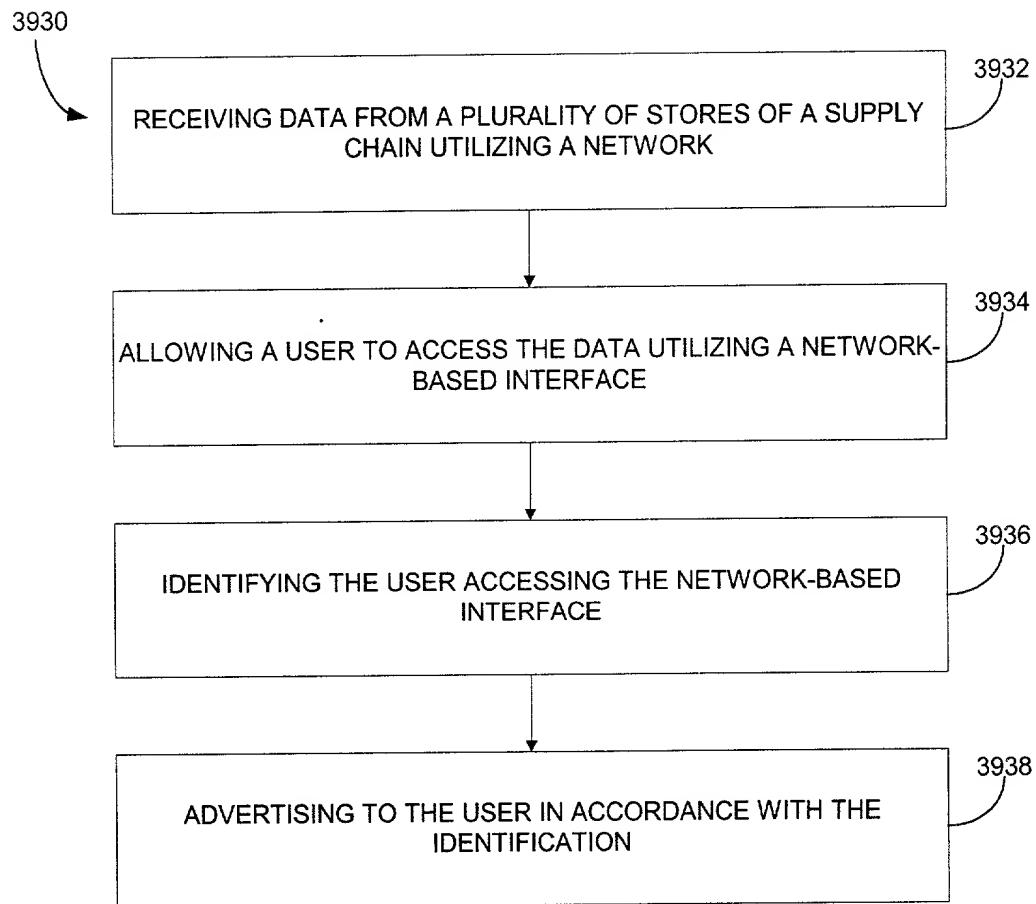
## FIG. 36



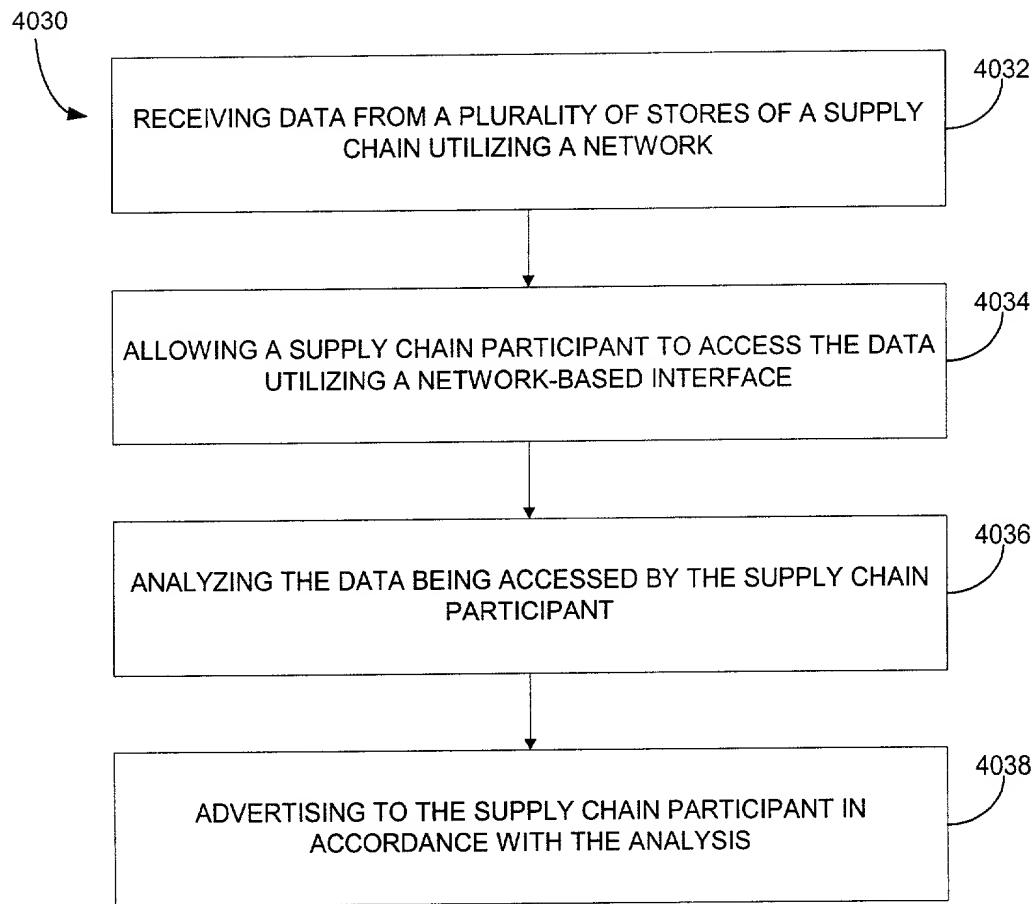
**FIG. 37**



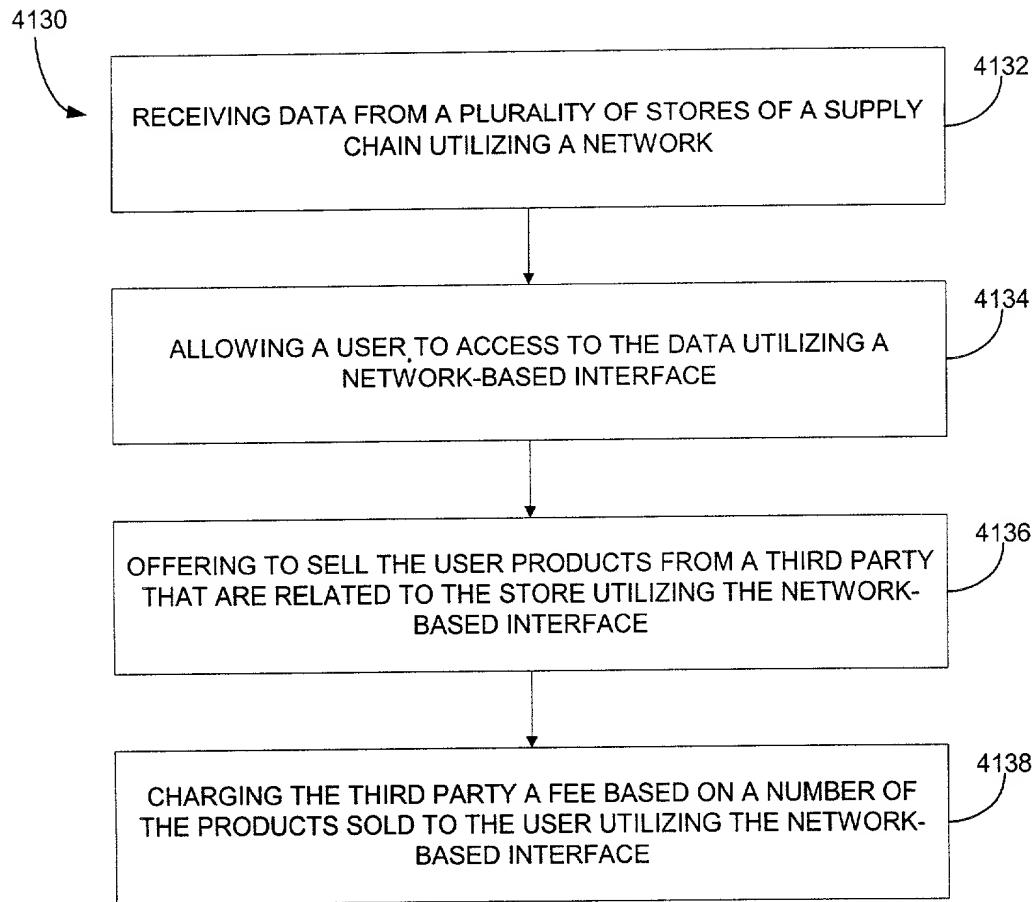
**FIG. 38**



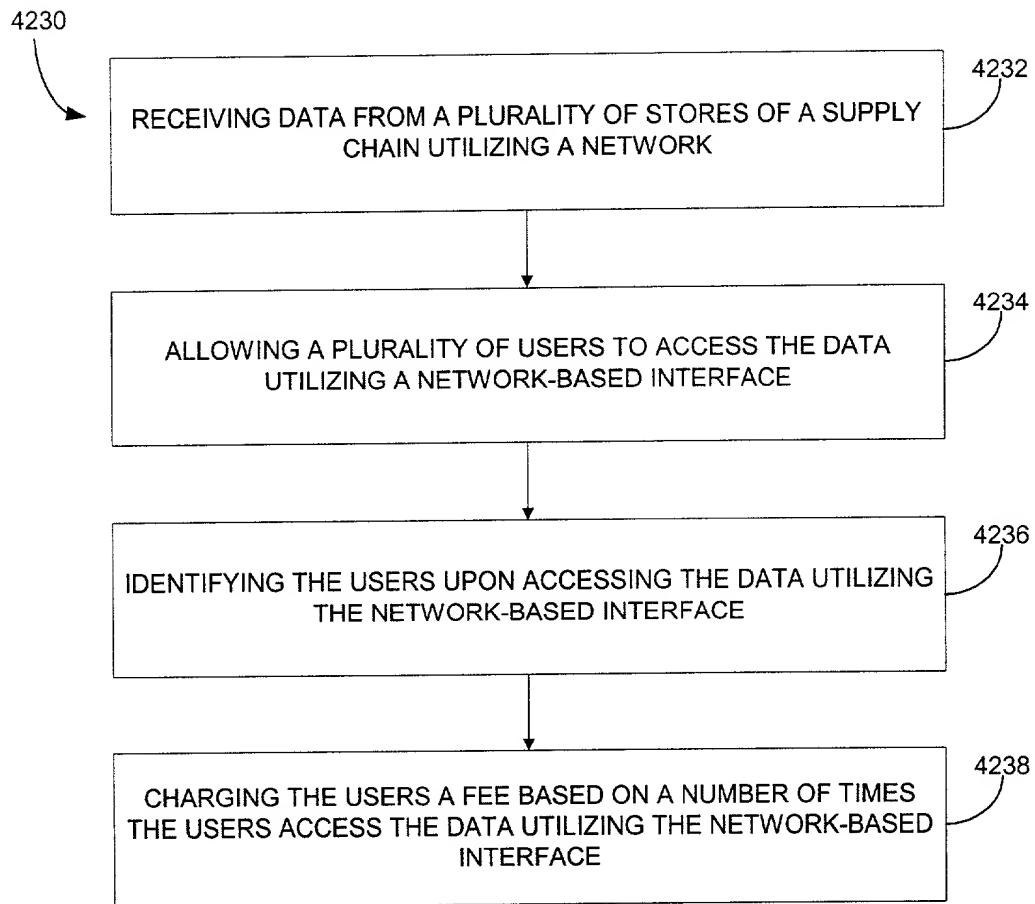
**FIG. 39**



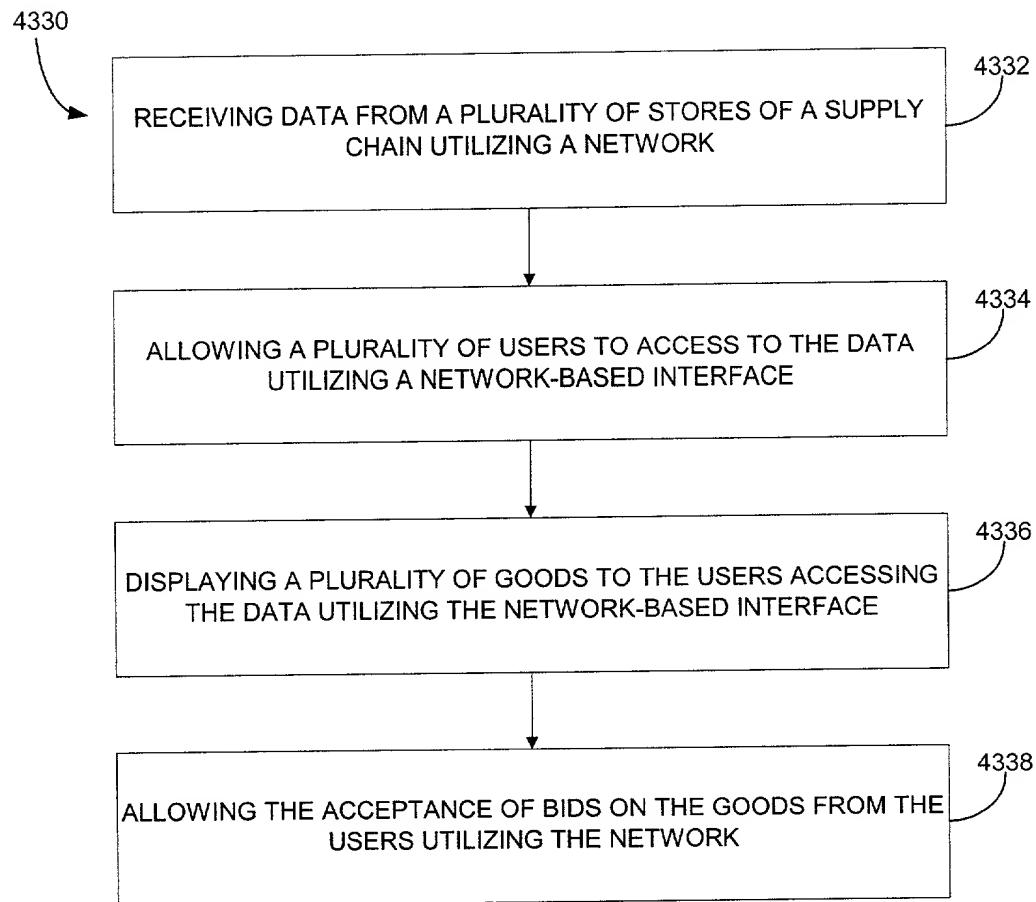
**FIG. 40**



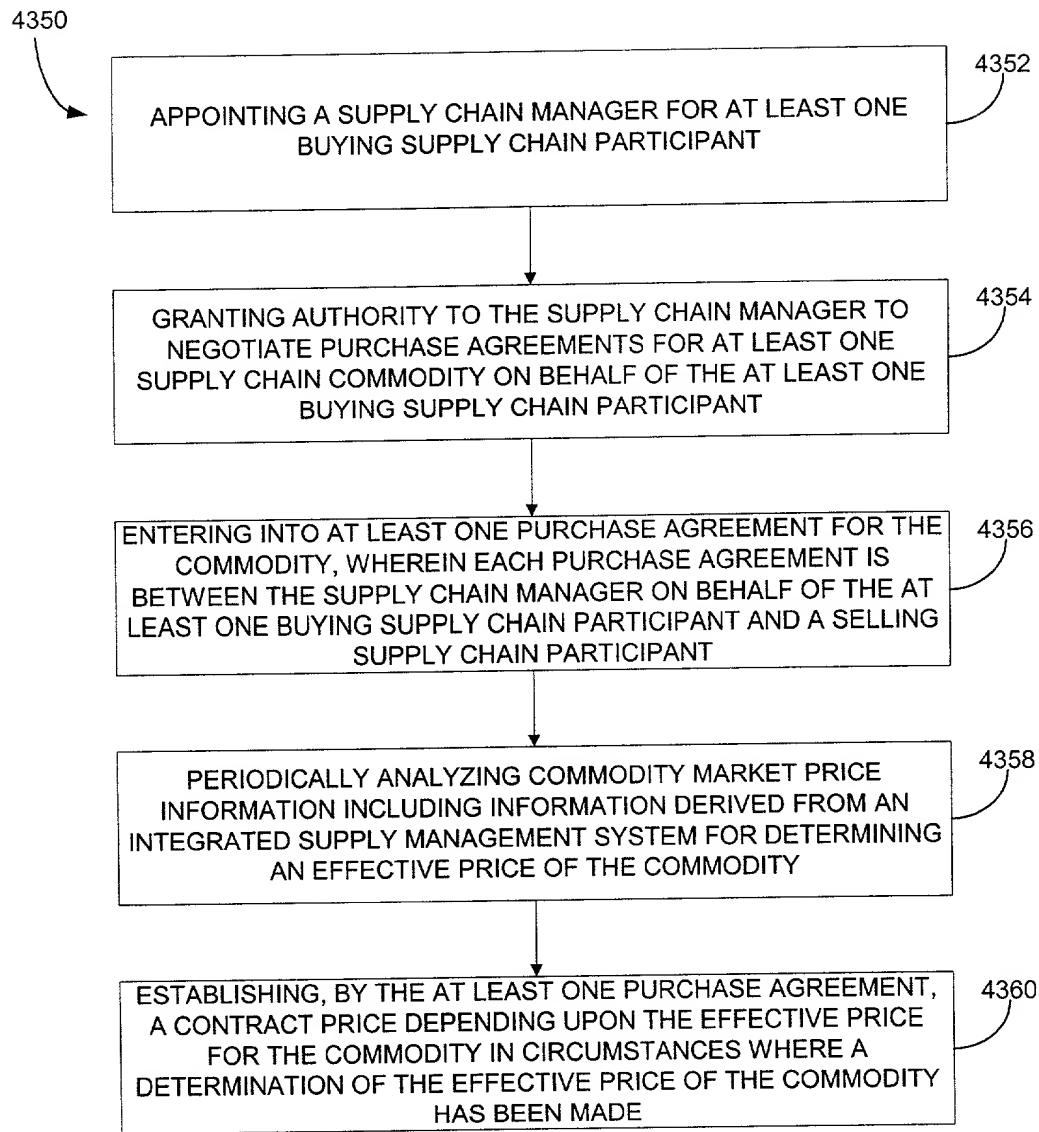
**FIG. 41**



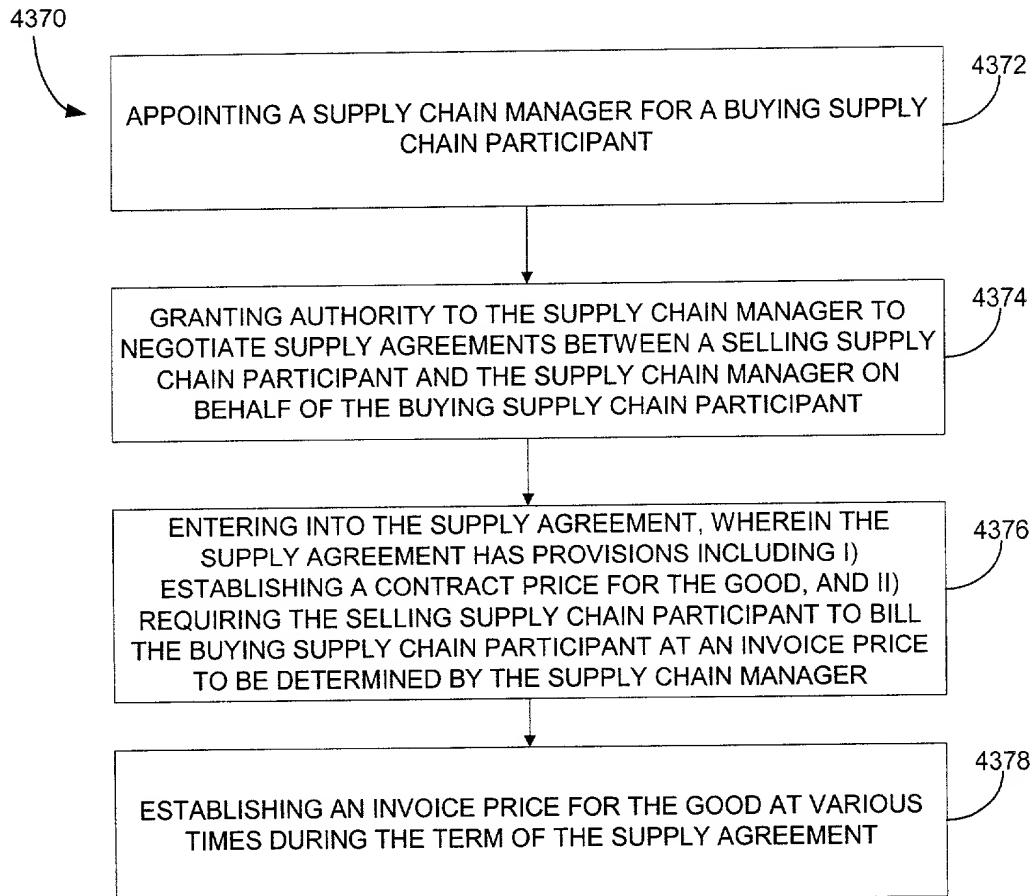
**FIG. 42**



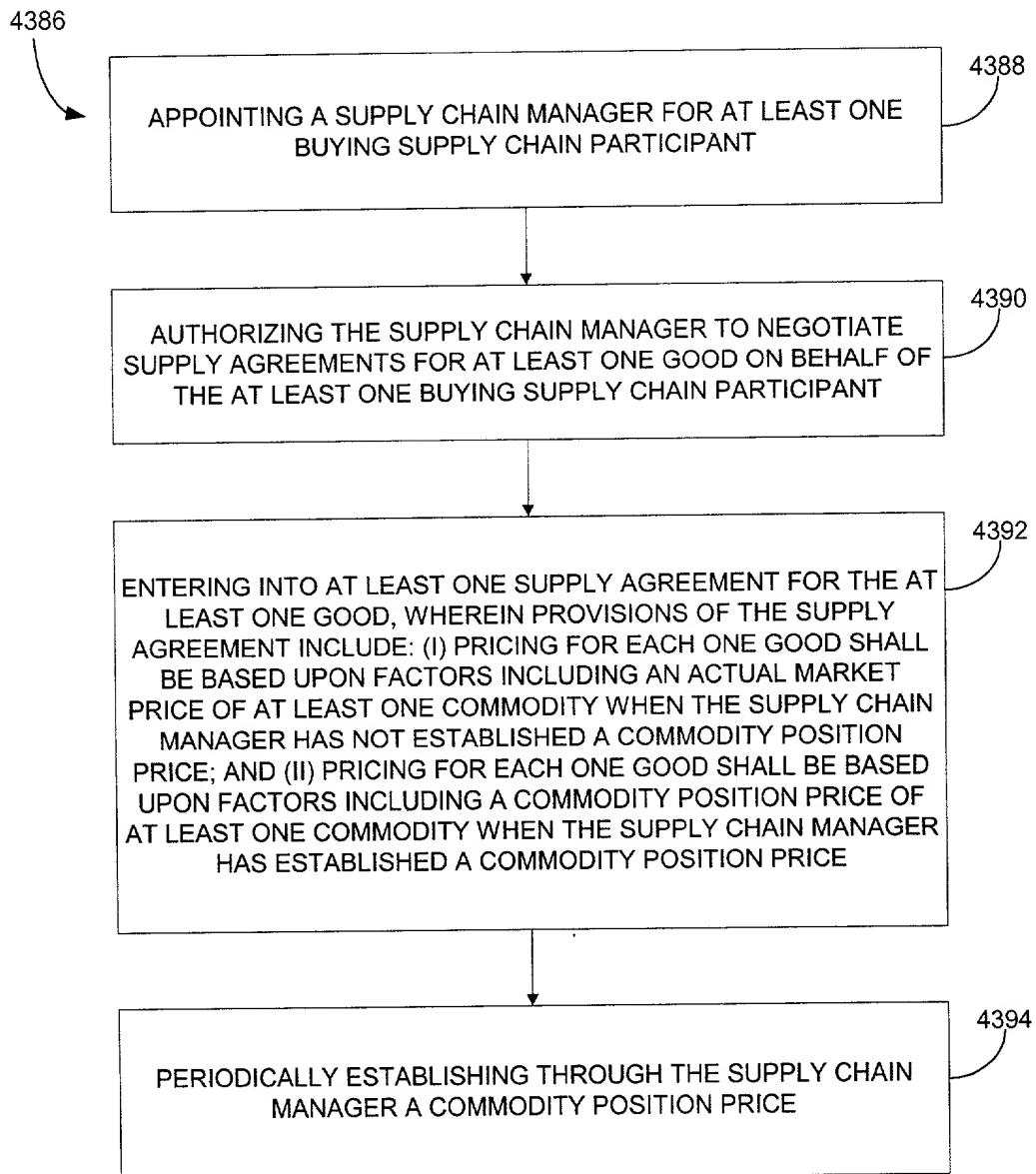
**FIG. 43A**



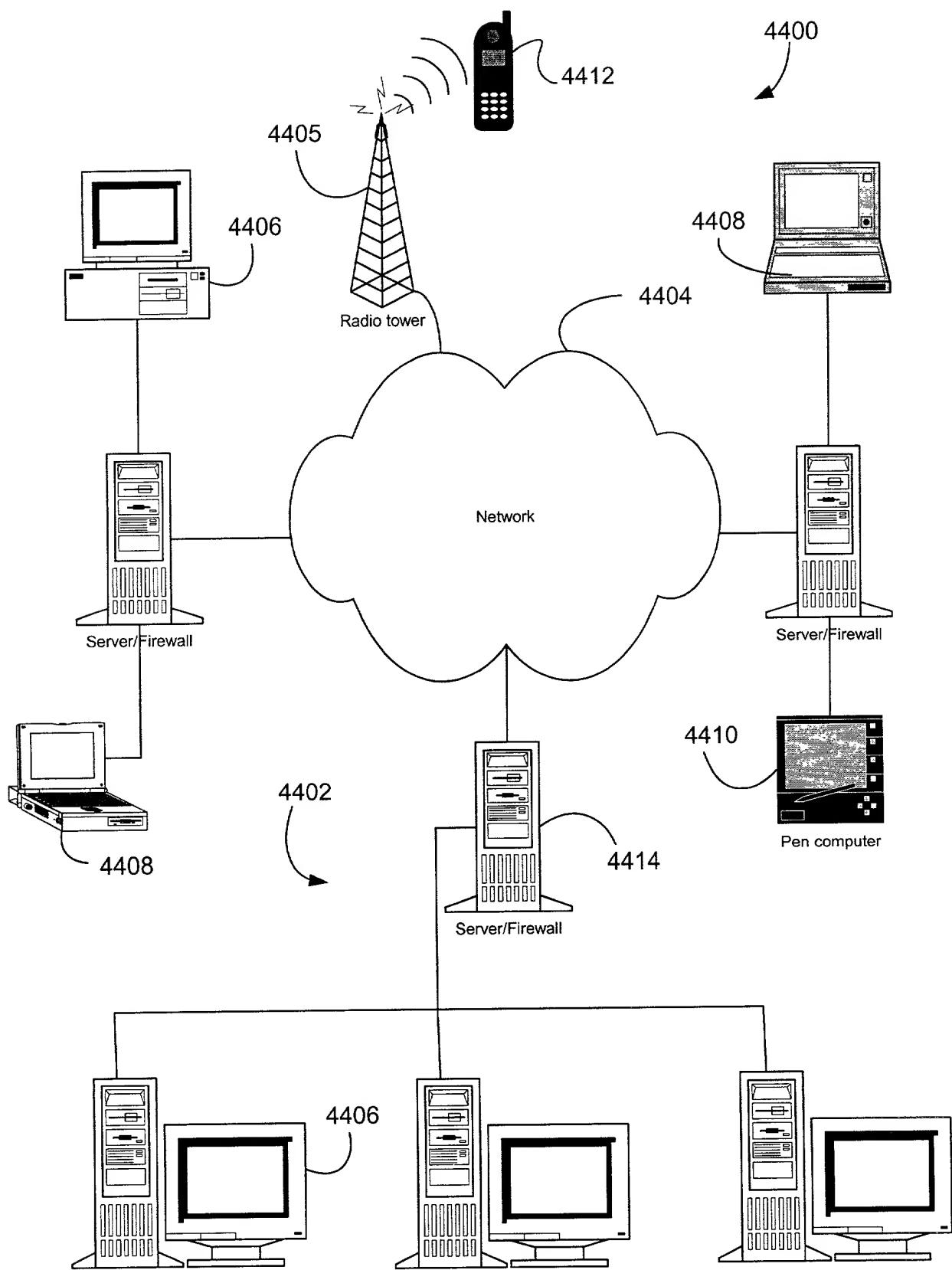
**FIG. 43B**



**FIG. 43C**

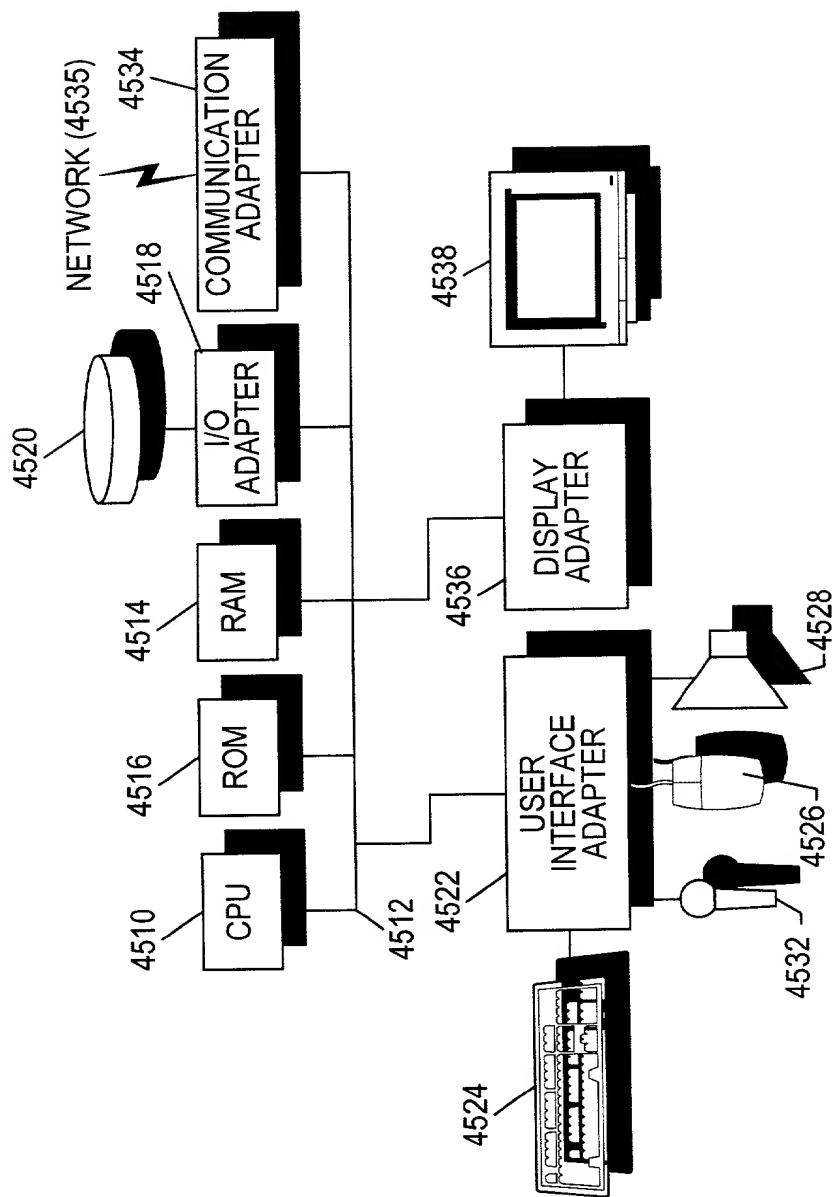


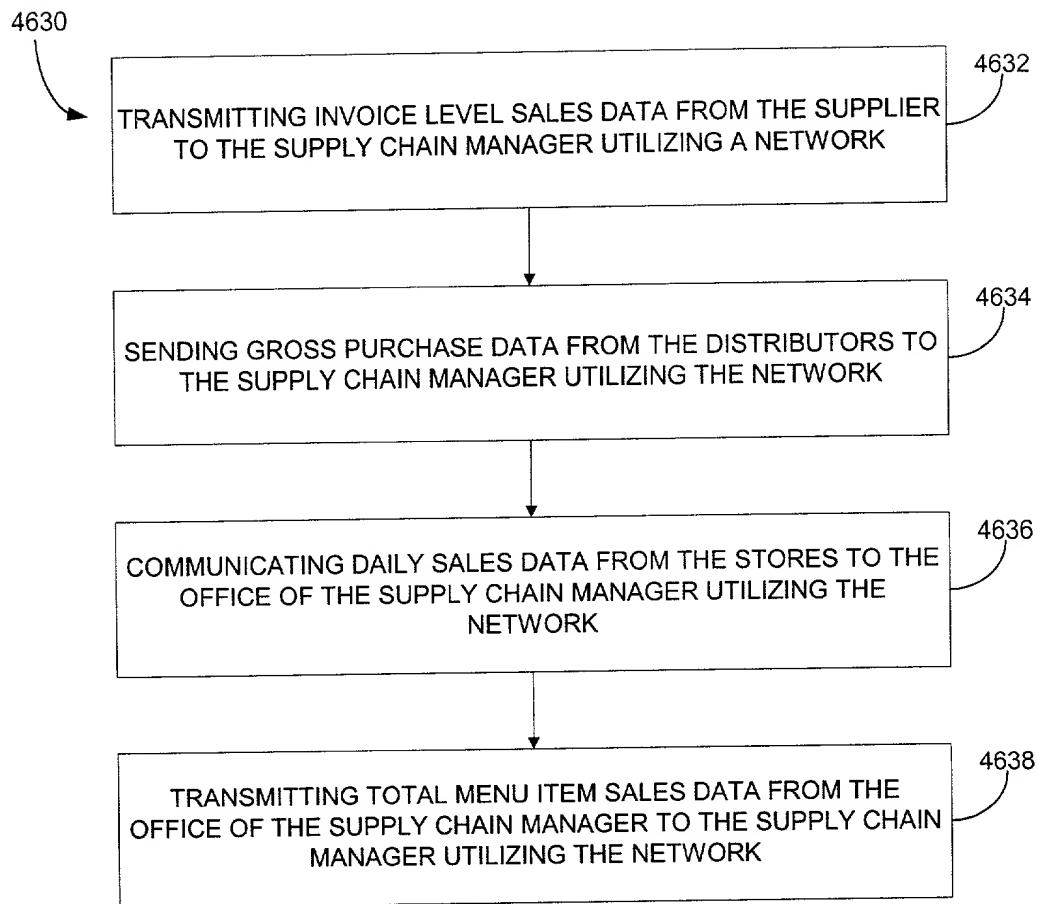
**FIG. 43D**



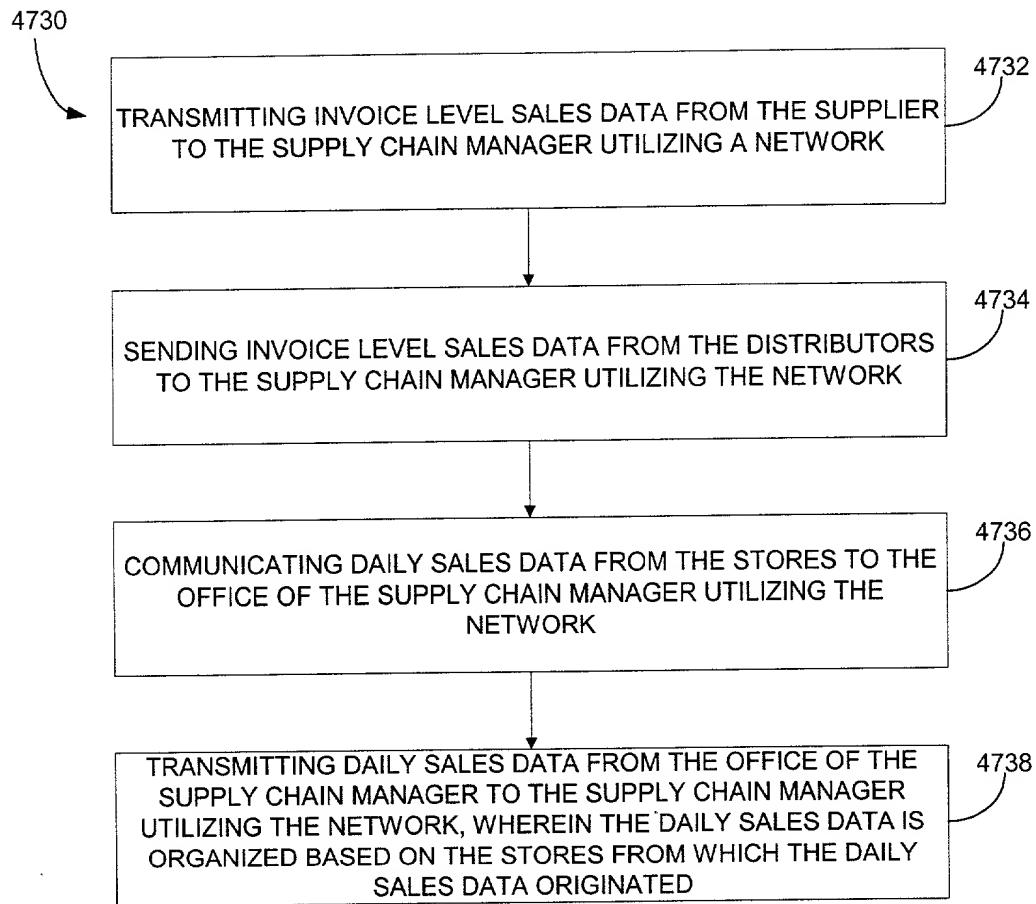
**FIG. 44**

**FIG. 45**

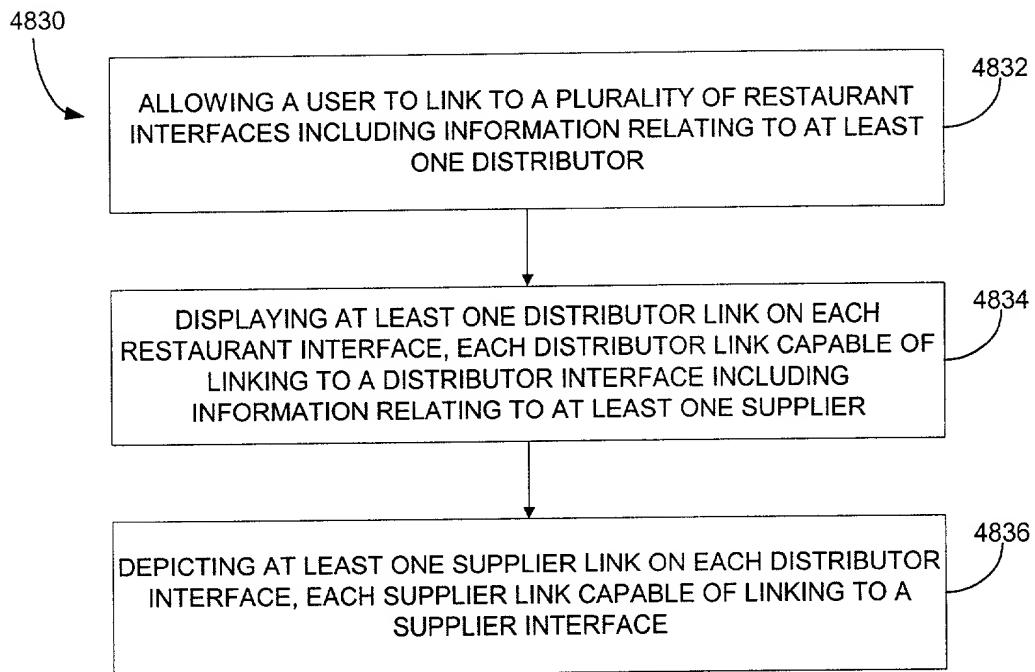




**FIG. 46**



**FIG. 47**



**FIG. 48**

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Address: <http://www.rsiweb.com/home/index.asp>

RSI

**4902** **4904** **4900**

**Restaurant Services, Inc.**

BURGER KING® System Independent Purchasing & Distribution Service Coop

User Name:  Password:

Franchisee

**About RSI**

**4904**

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information

Map/Directions

General Information

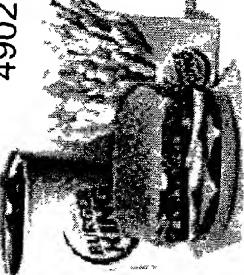
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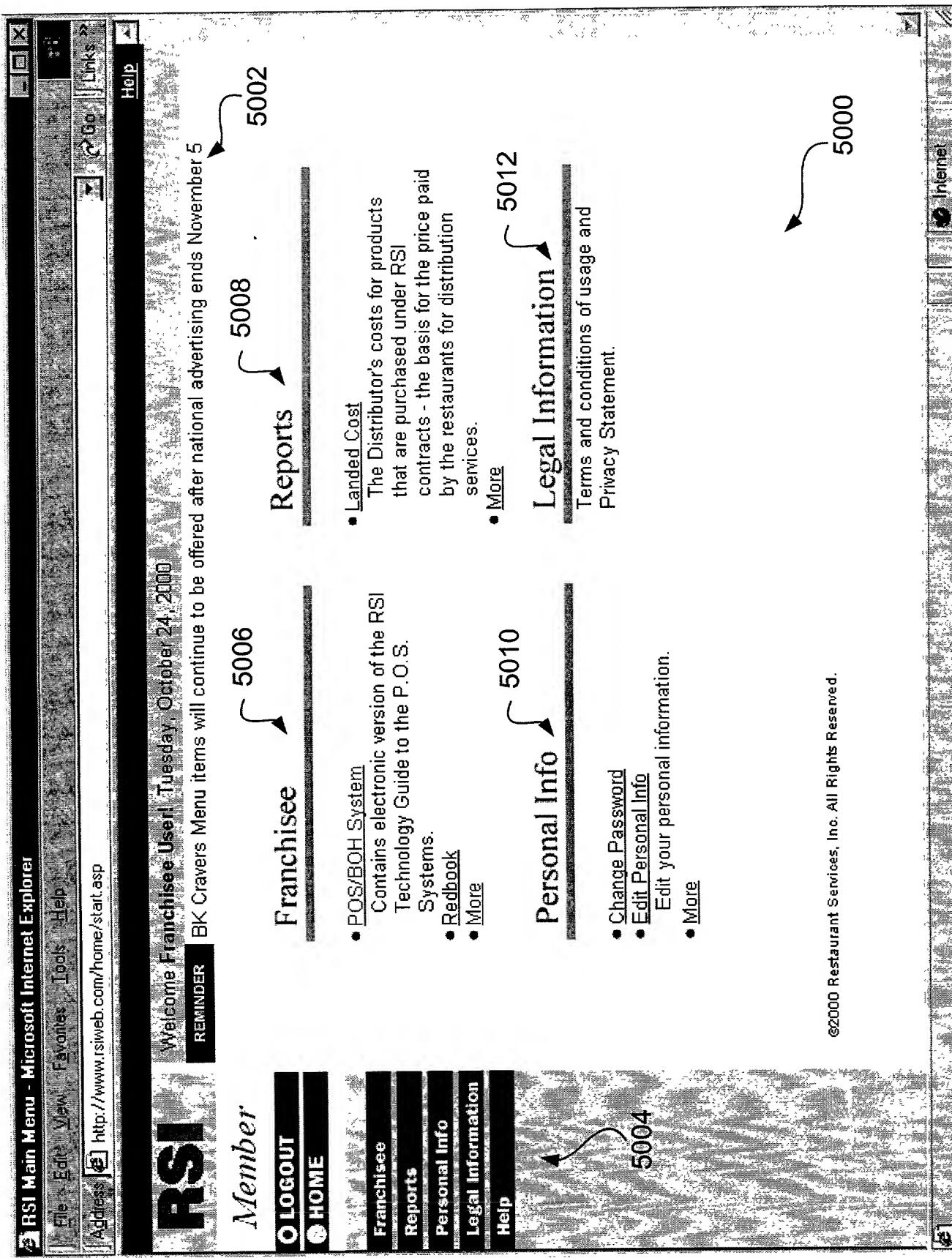
Help 

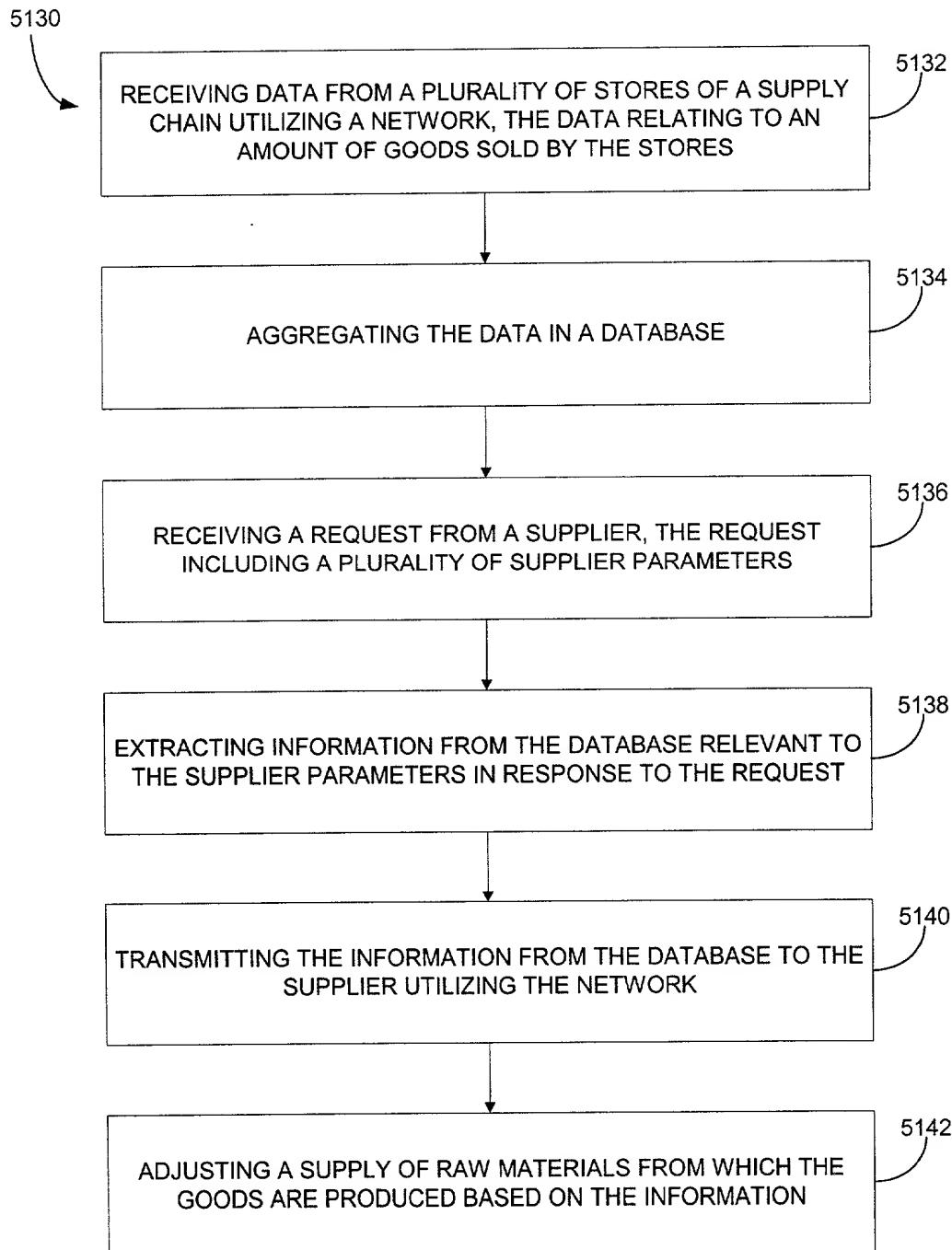
Click For Help 

Internet 

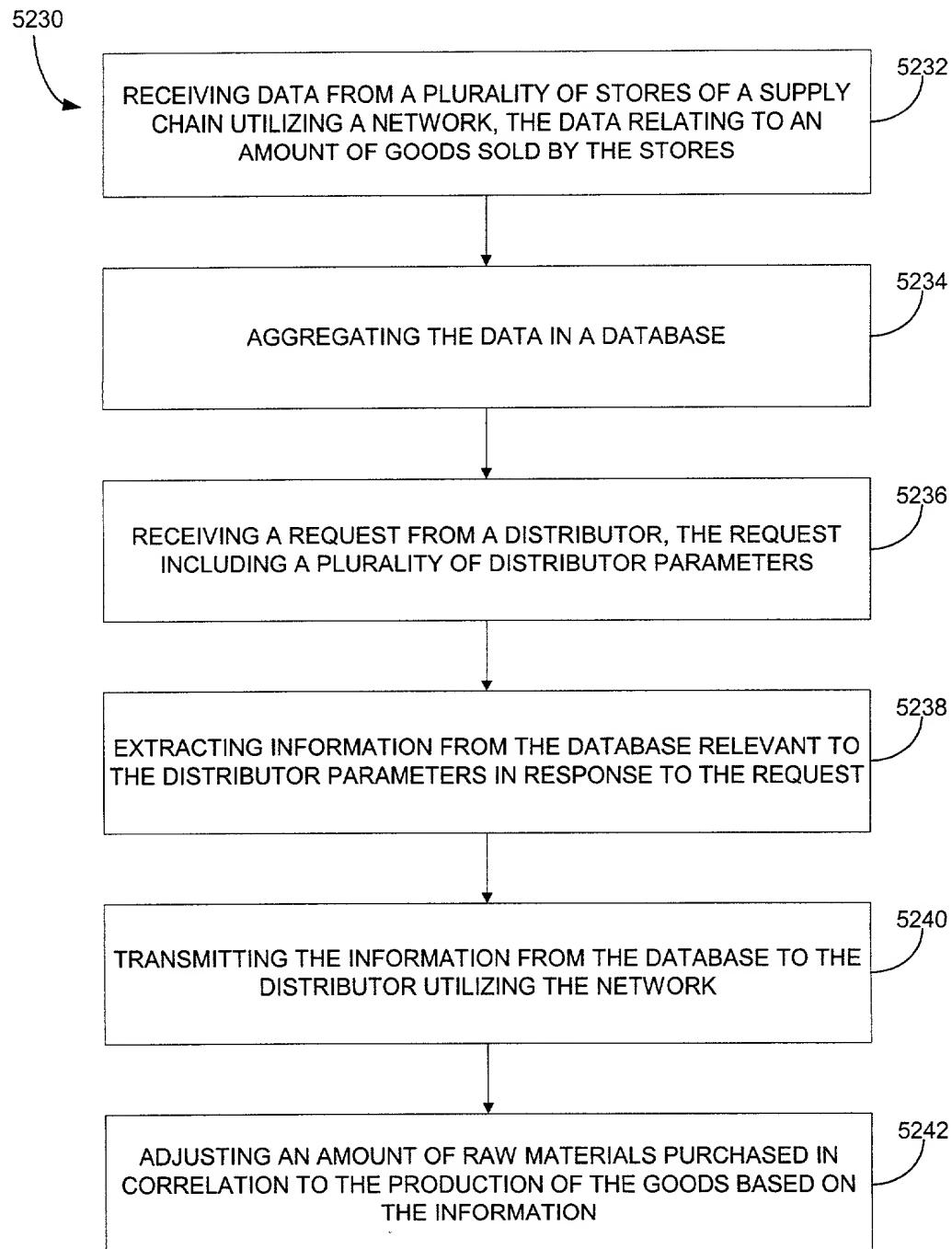
**FIG. 49**

**FIG. 50**





**FIG. 51**



**FIG. 52**

**RSI**

**Distributor**

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**POS Implied Daily Usage - Distributor**

**Tuesday, October 24, 2000**

**5300**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)											Week Ending Total							
DC Item No	Item Description	14 Day Avg	% Chg	10/20	10/21	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/7	
Number of Restaurants Serviced by DC		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197	
16986	SAUCE: B.B.Q. BULK	0.00%	13	21	23	18	16	16	16	14	21	21	15	13	13	109	96	72
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	19	19	16	15	14	110	104	100
24340	MAYONNAISE: BULK BK	0.00%	134	167	211	173	166	154	153	160	200	208	175	155	161	184	146	109
24066	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	178
23818	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	8	70	71	58
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	2	2	2	3	3	3	3	2	2	2	18	15	9
27582	KETCHUP: BULK BAG IN BOX	0.00%	88	134	142	115	104	102	101	100	138	139	116	106	102	796	771	743
27680	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	197	197	160	142	140	1112	1070	1044

**Done**

**Internet**

**FIG. 53**

Local DC Promotion Forecast Report - Microsoft Internet Explorer

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Address: [http://test.silink.com/dc/d\\_rptpromotiondetail.asp?dc=26576](http://test.silink.com/dc/d_rptpromotiondetail.asp?dc=26576)

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5400

REINHART - CEDAR RAPIDS, IA  
Local Promotion Summary by DC  
Tuesday, October 24, 2000

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Local Promotion Option	ADU	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	98	17	8
	Davenport-R-Moline, IA	6/1/00	85	32	17	17
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/2/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	131
<b>32 oz. Motor Cup Total</b>						
Big King	Cedar Rapids-Matthews-Dubuque, IA	4/15/00	99	19	19	
	Davenport-R-Moline, IA	4/15/00	99	17		
	Ottumwa-Kleopold, IA	4/15/00	99	3		
<b>Big King Total</b>						
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
<b>Pancake Minis Total</b>						

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FIG. 54

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer																																																																																																																																																																																																																																																																																																																											
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FIG. 55

**Restaurant Landed Cost Verification Report - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Address  Go Links Help

**RSI** Member Logout Home

**Landed Cost Report**

Restaurant Number:  Date:  Retrieve

Printer Friendly Version      Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000  
 Restaurant Number: 0003473  
 Distribution Center: REINHART - CEDAR RAPIDS, IA

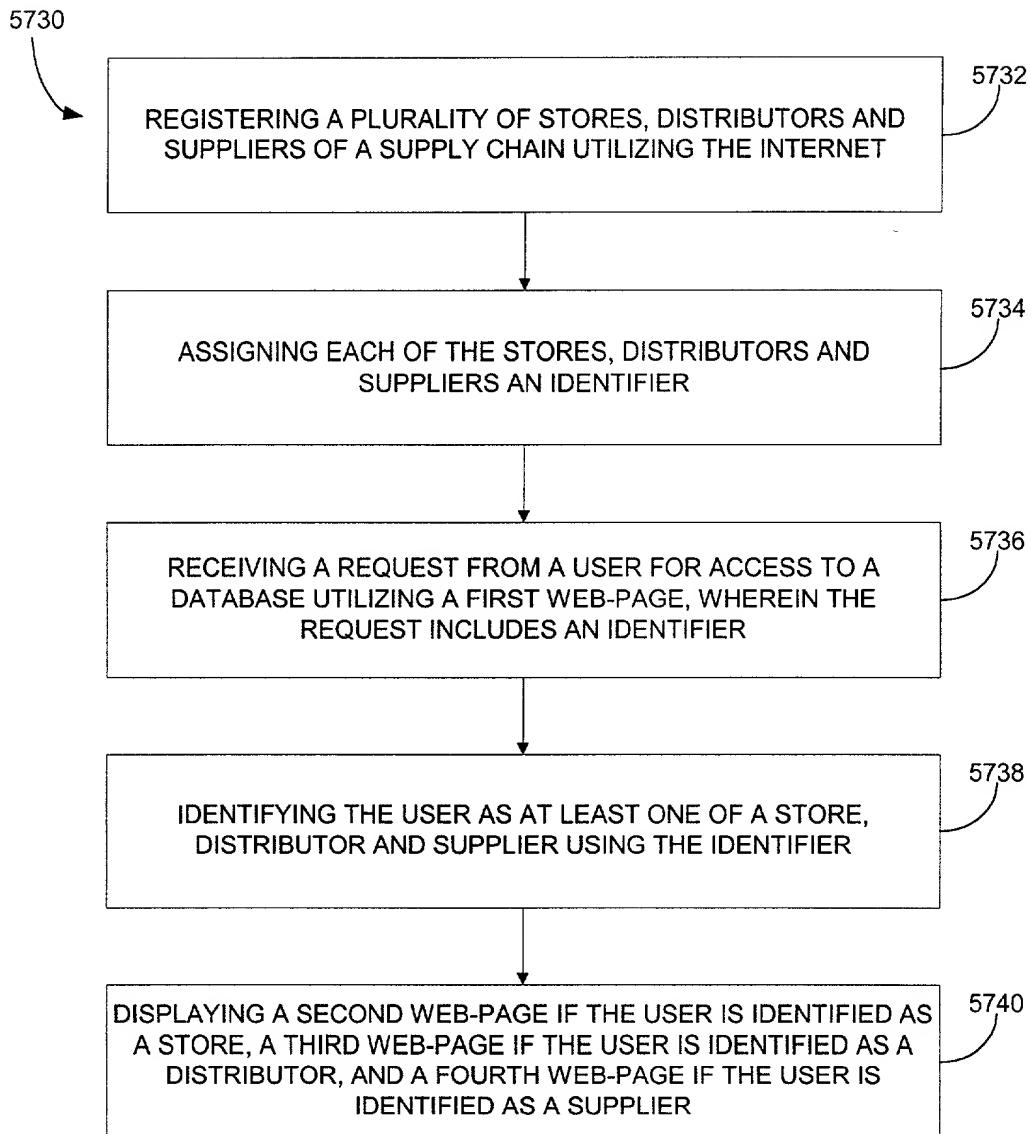
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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4438	REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	368	SAUCE-BULK KRAFT BOTTLE SEYE	\$24.49	\$1.57	\$26.06
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3GAL	\$6.45	\$1.57	\$8.02
20840	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	86	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done Internet

5600

**FIG. 56**



**FIG. 57**

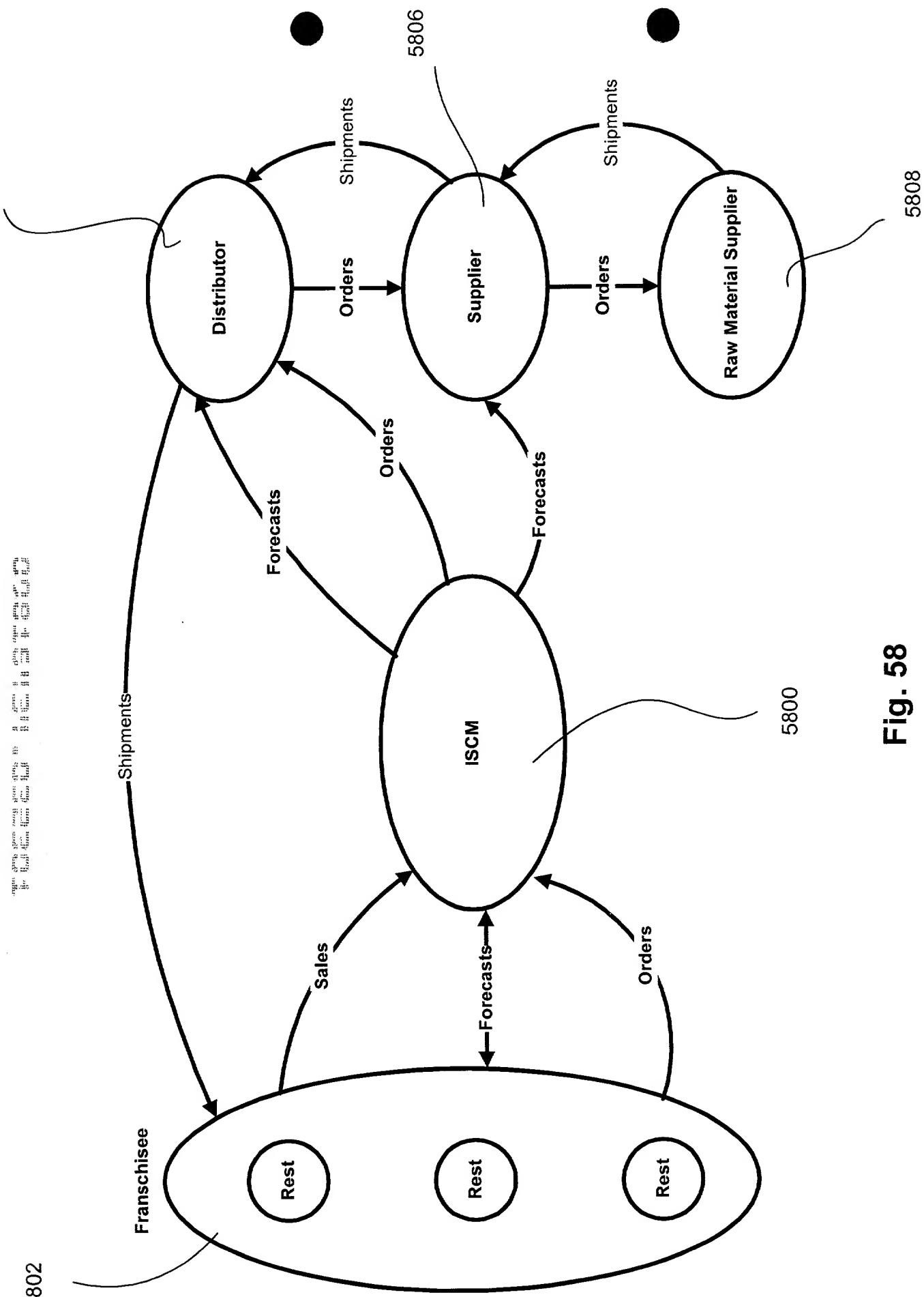
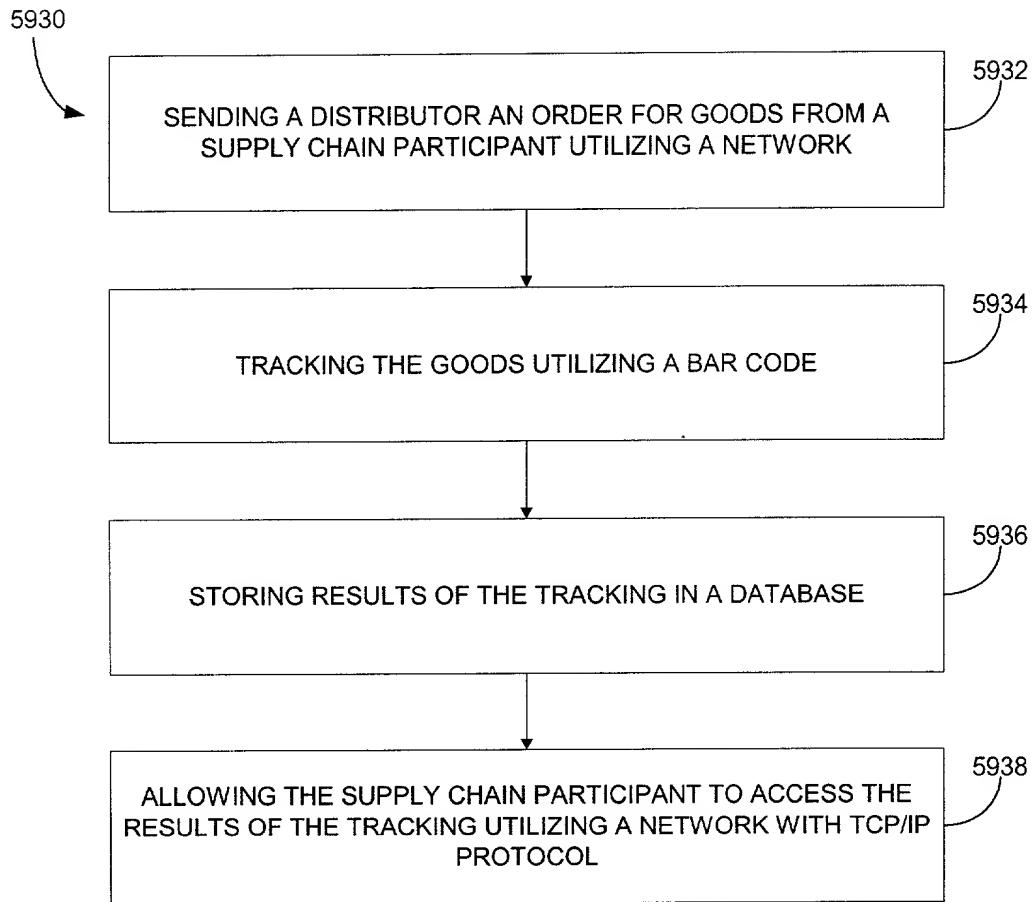


Fig. 58



**FIG. 59**

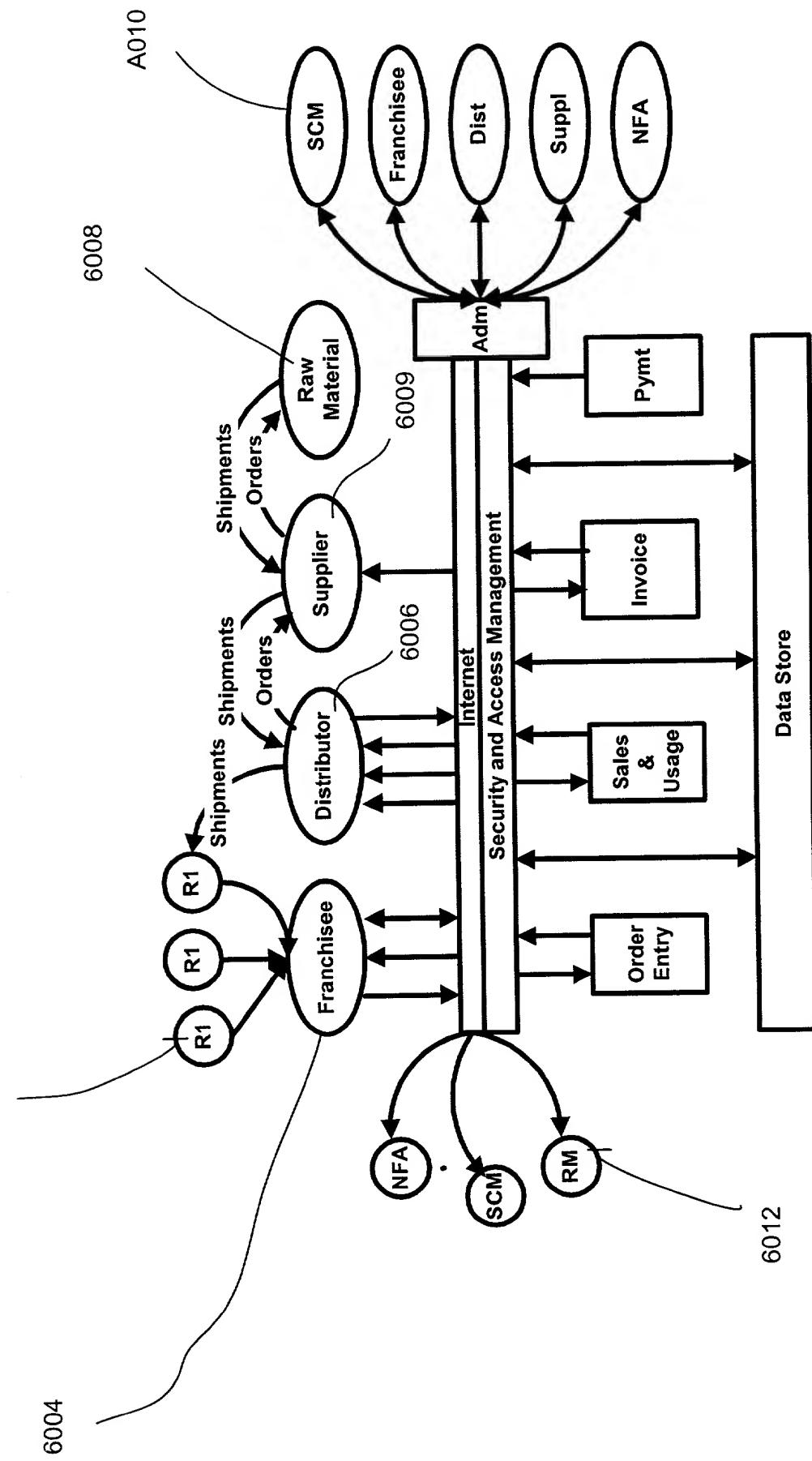


Fig. 60

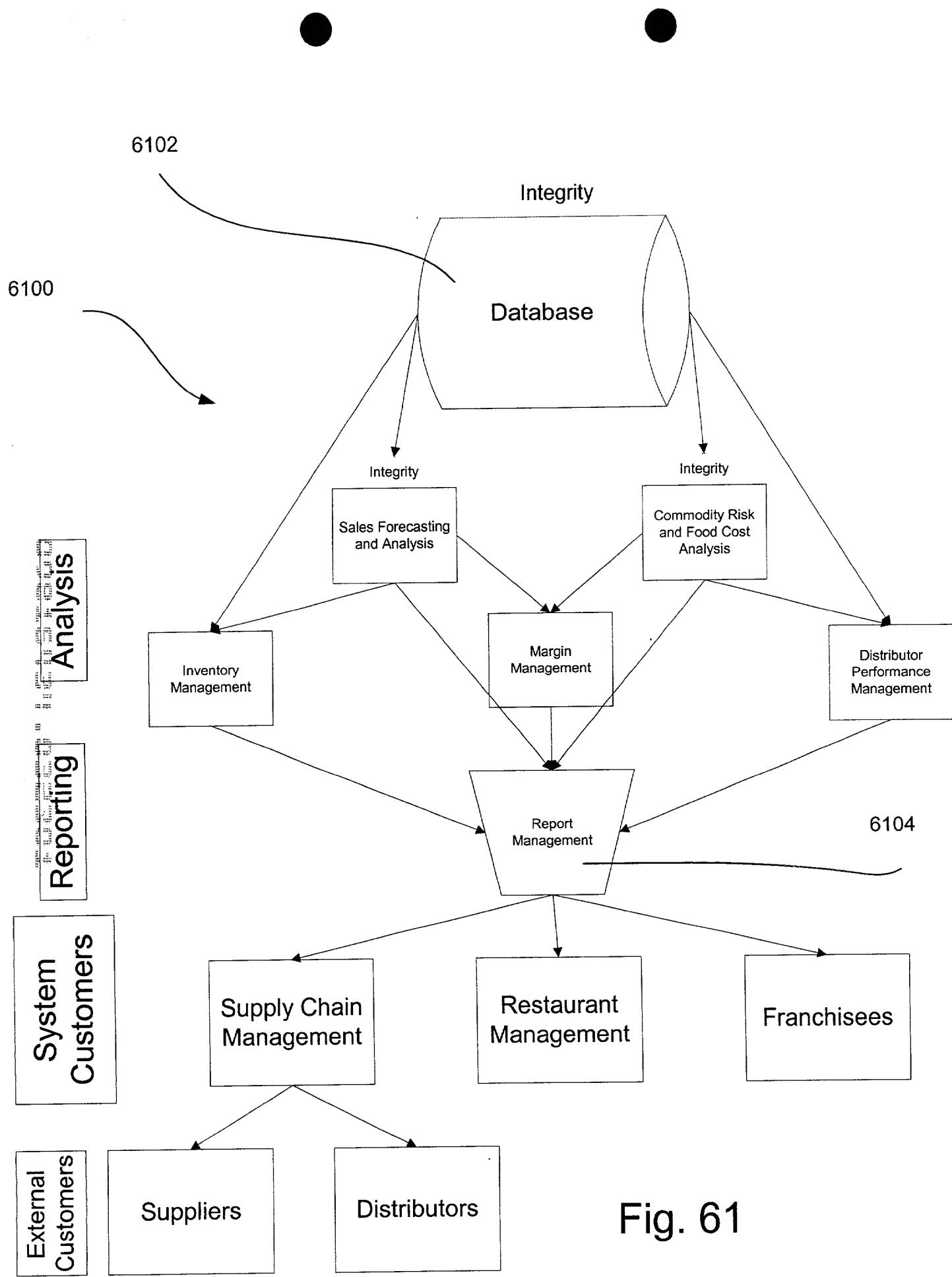
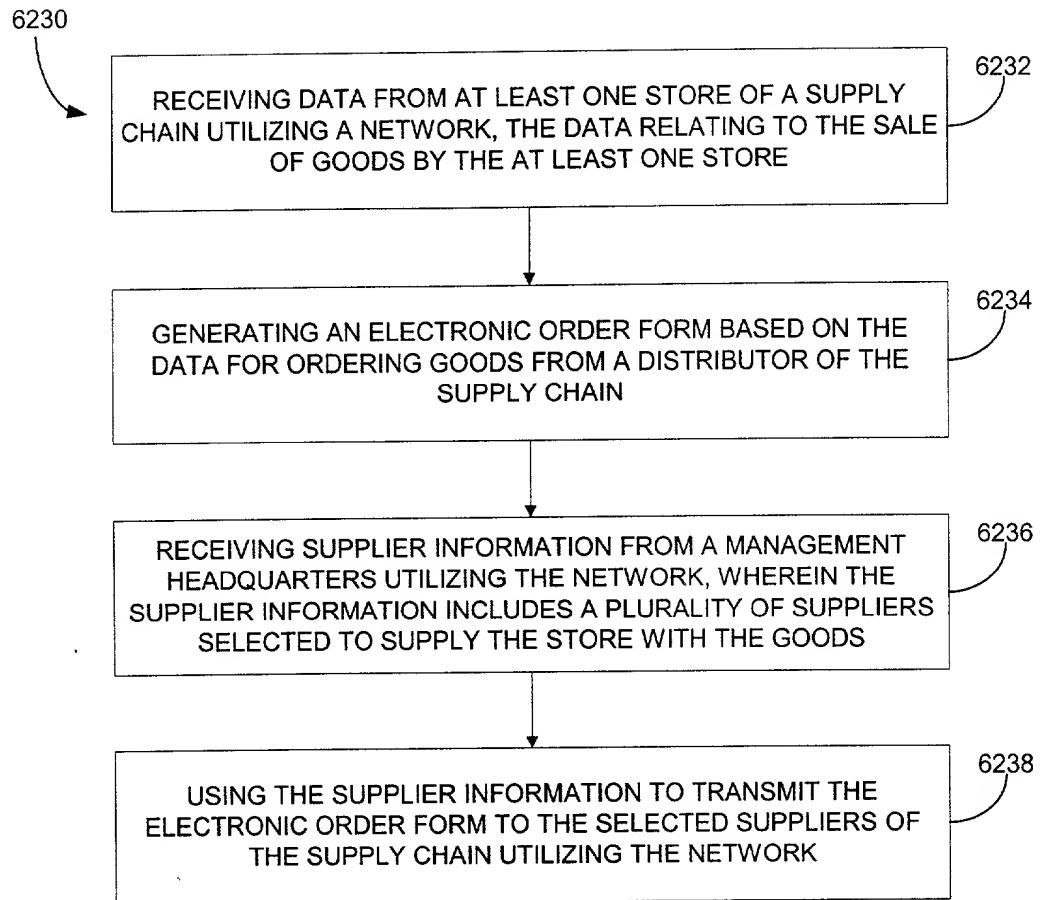
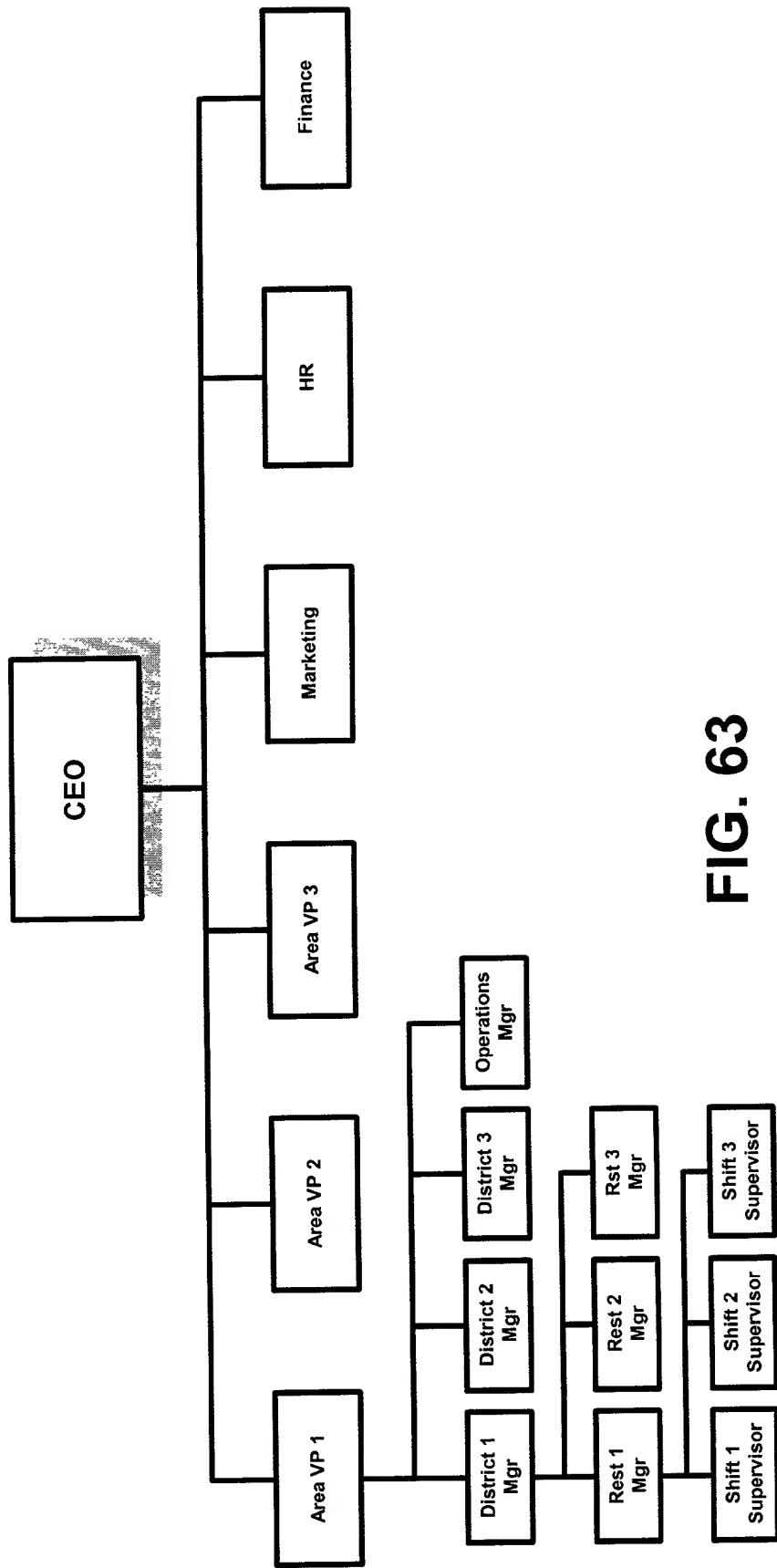


Fig. 61

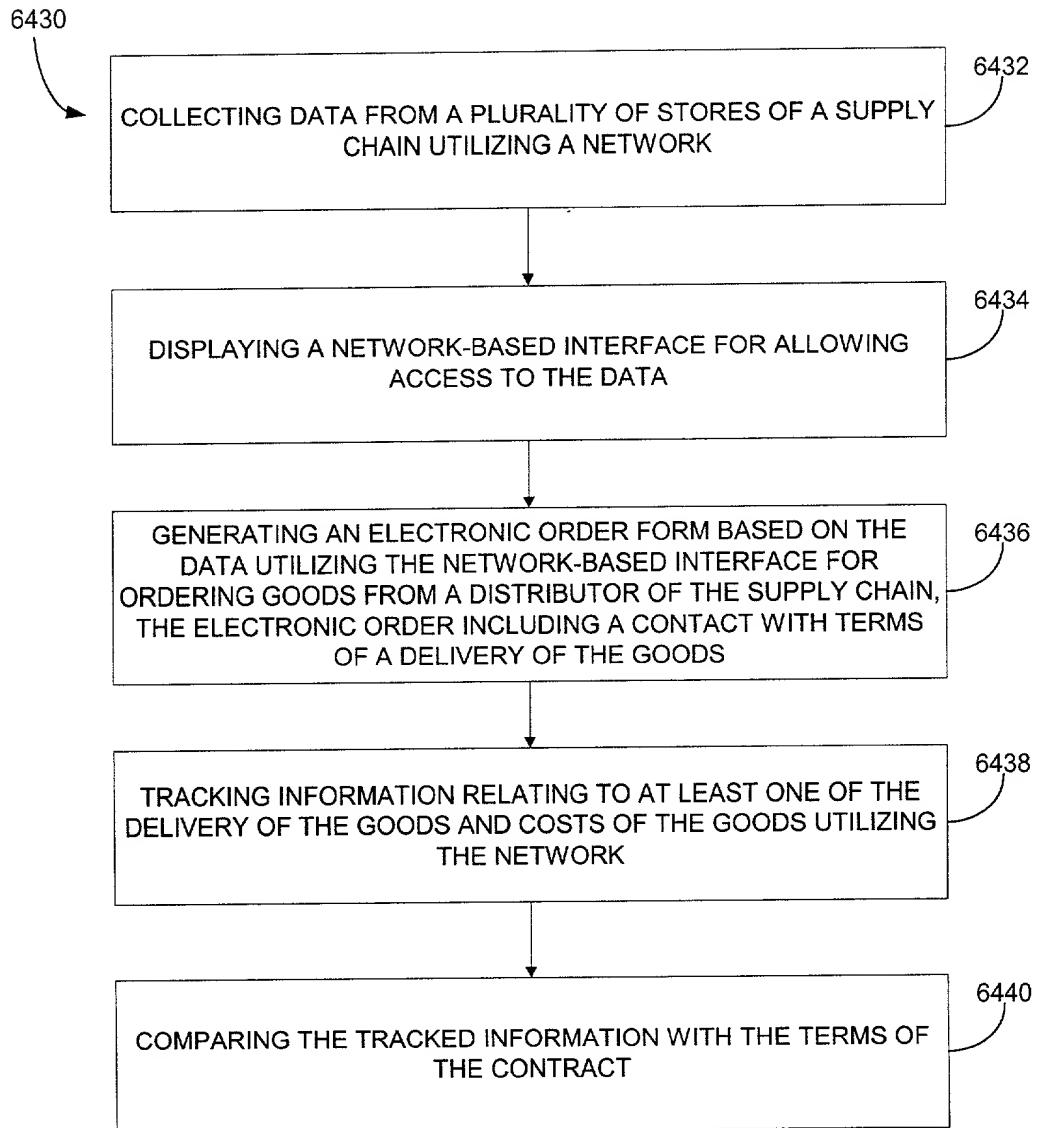


**FIG. 62**

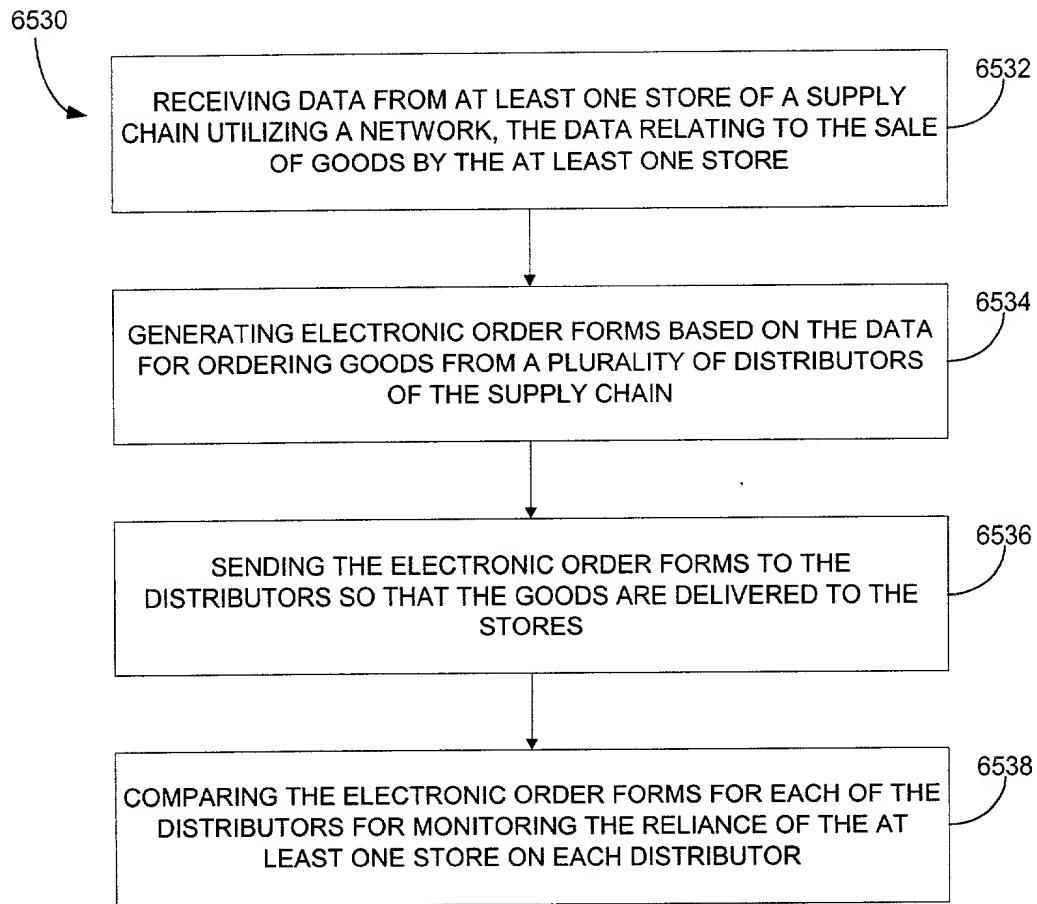
6300



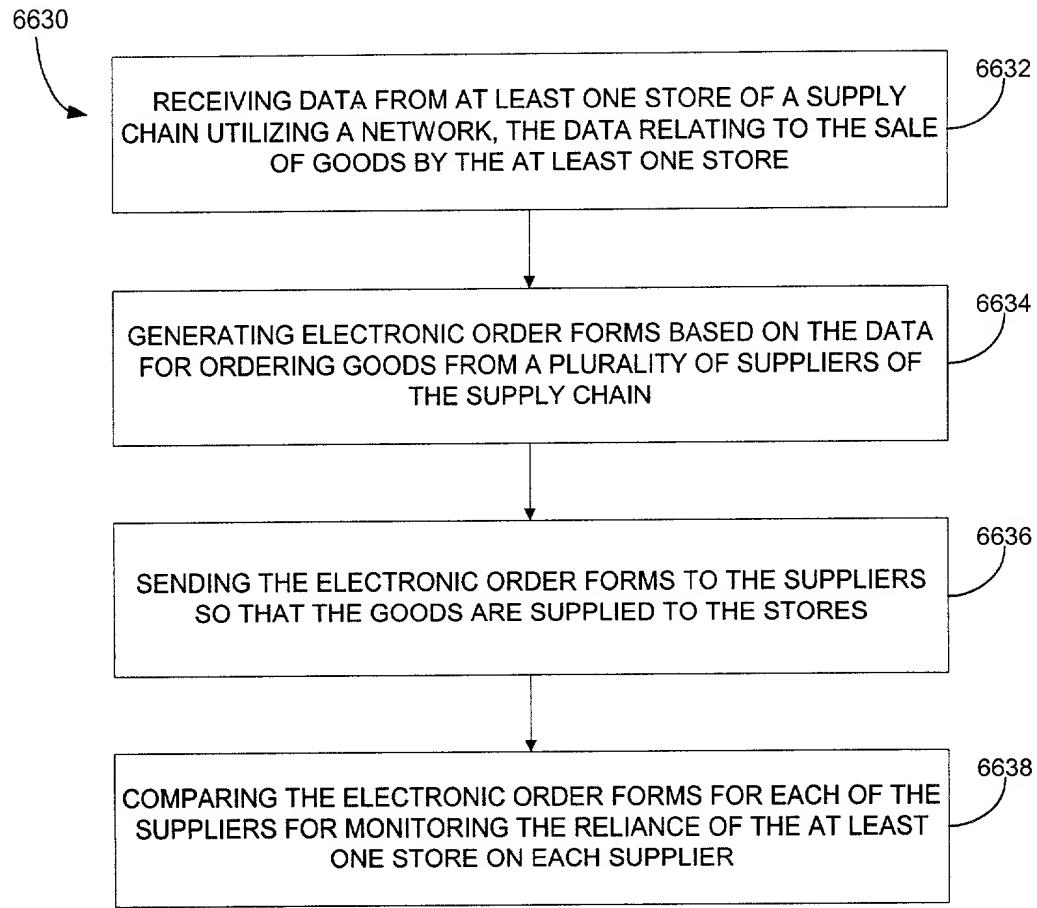
**FIG. 63**



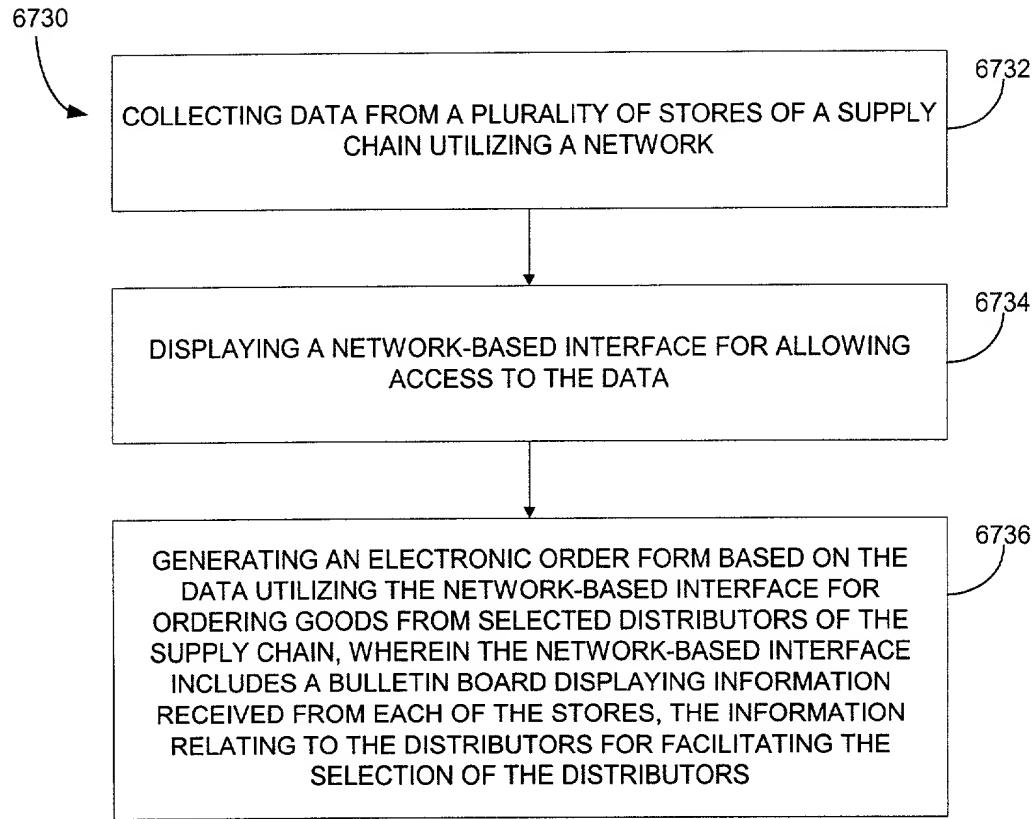
**FIG. 64**



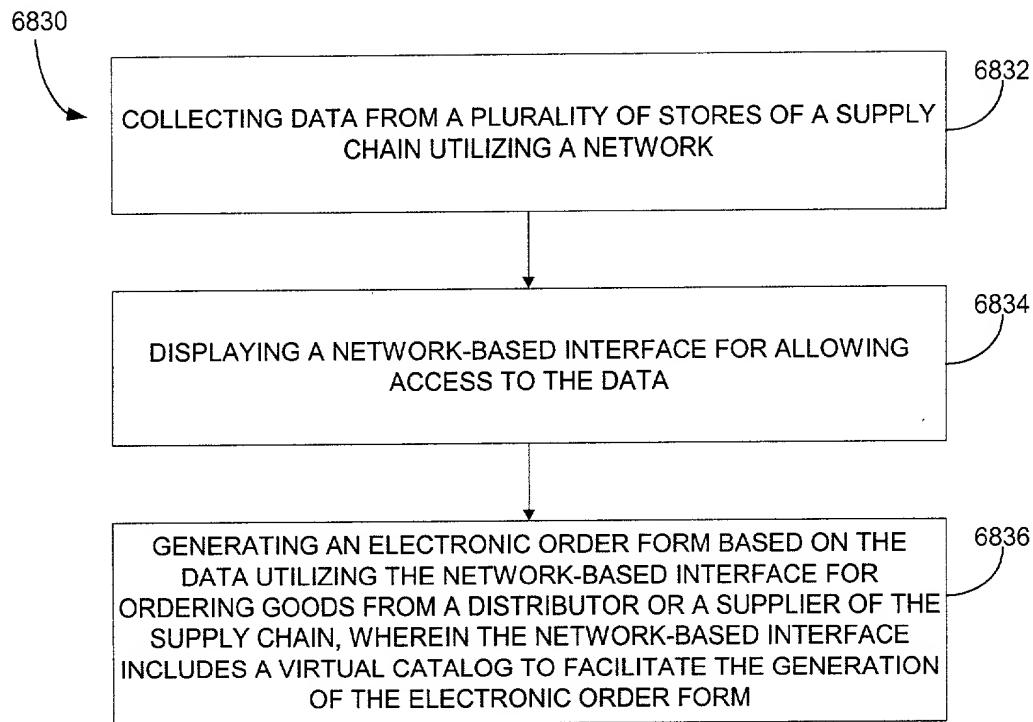
**FIG. 65**



**FIG. 66**

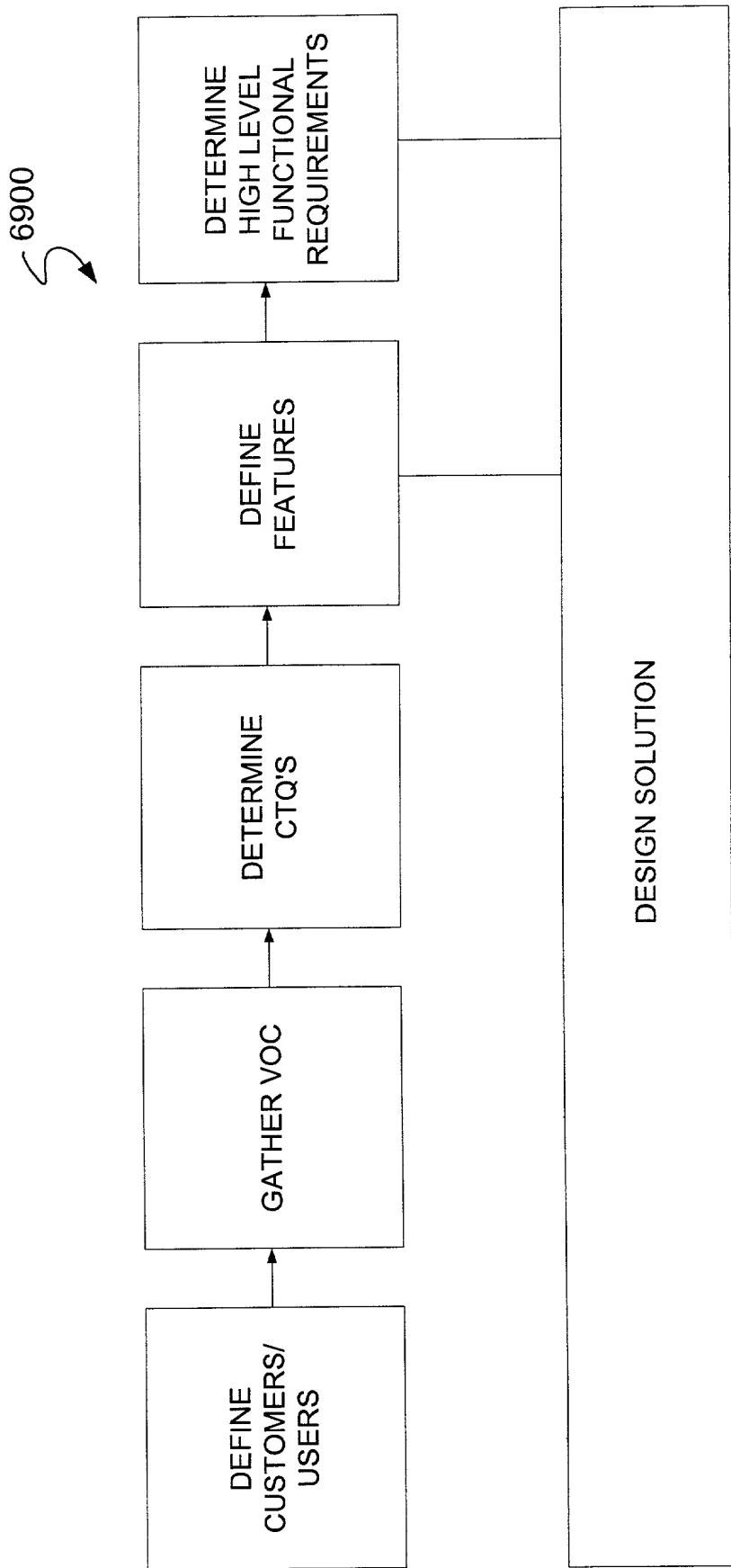


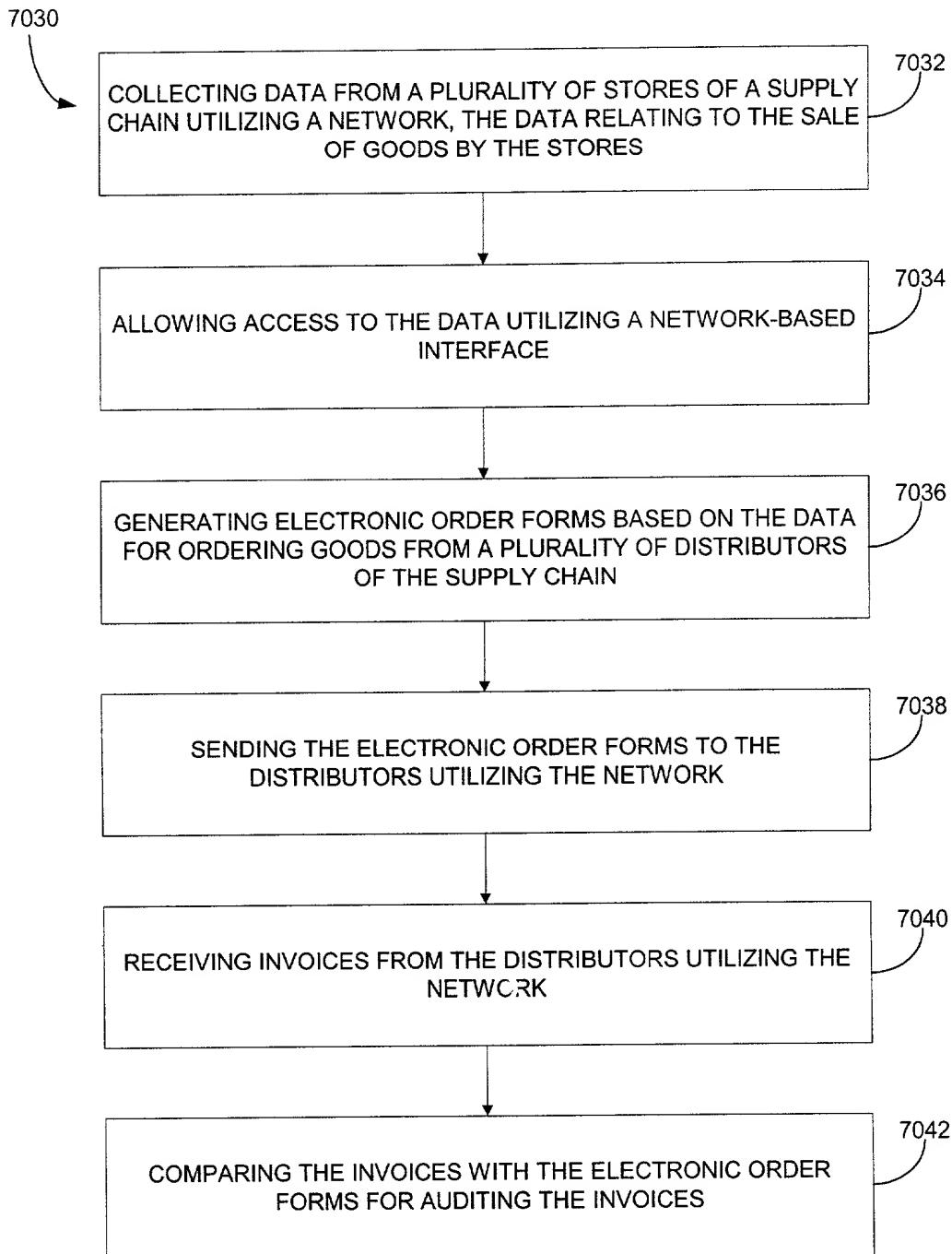
**FIG. 67**



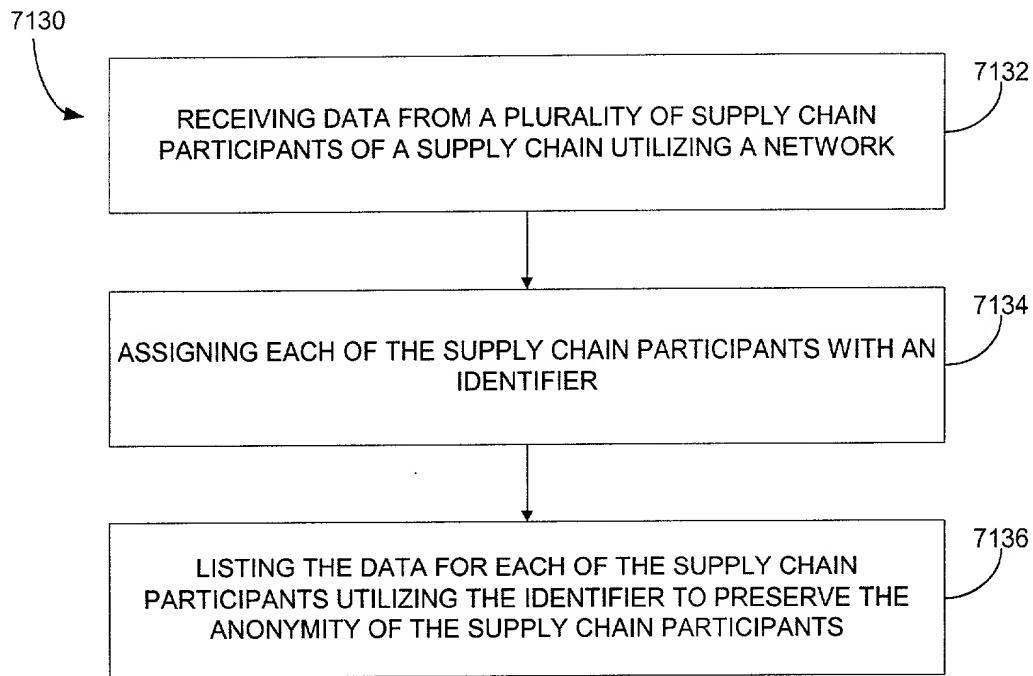
**FIG. 68**

**FIG. 69**

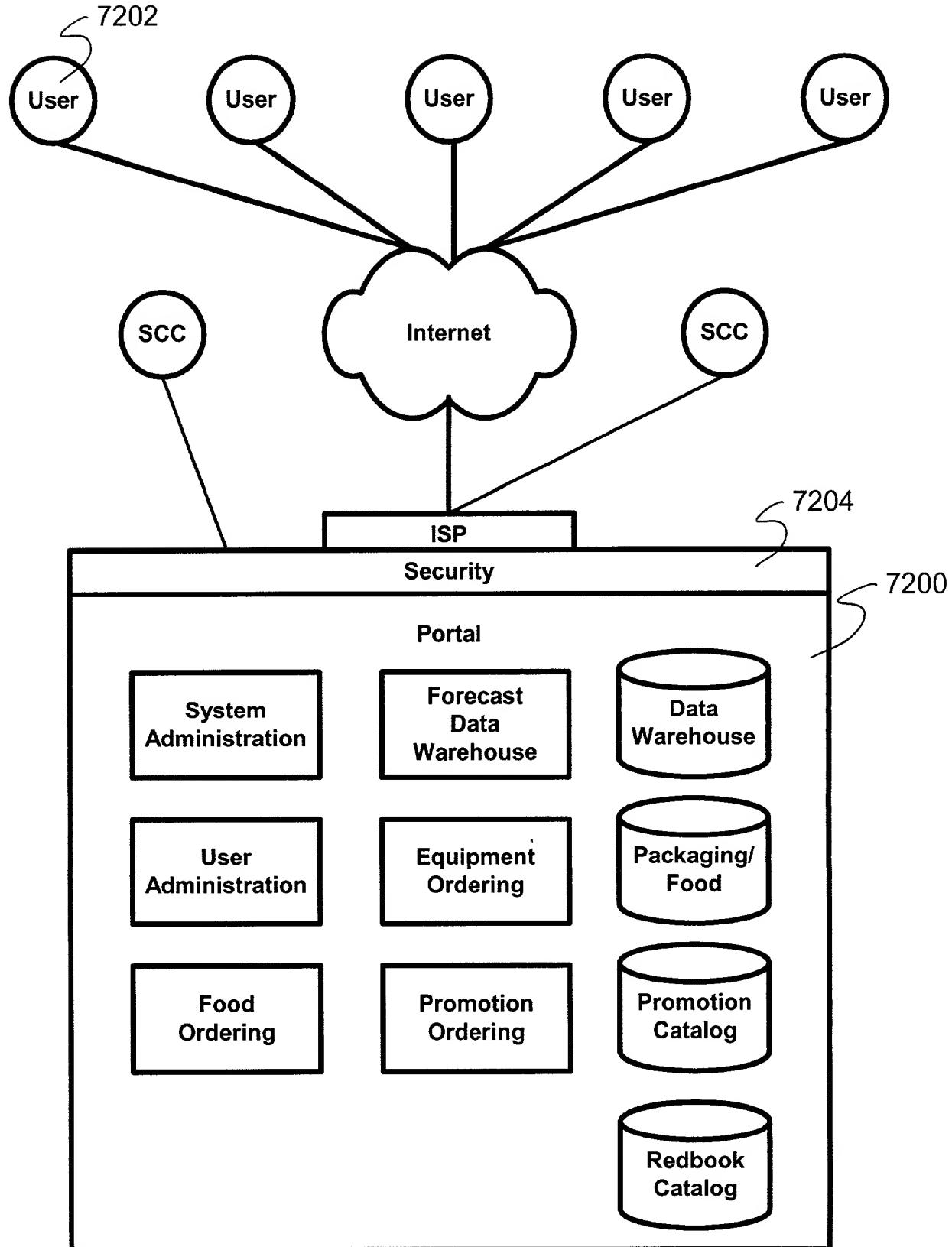




**FIG. 70**

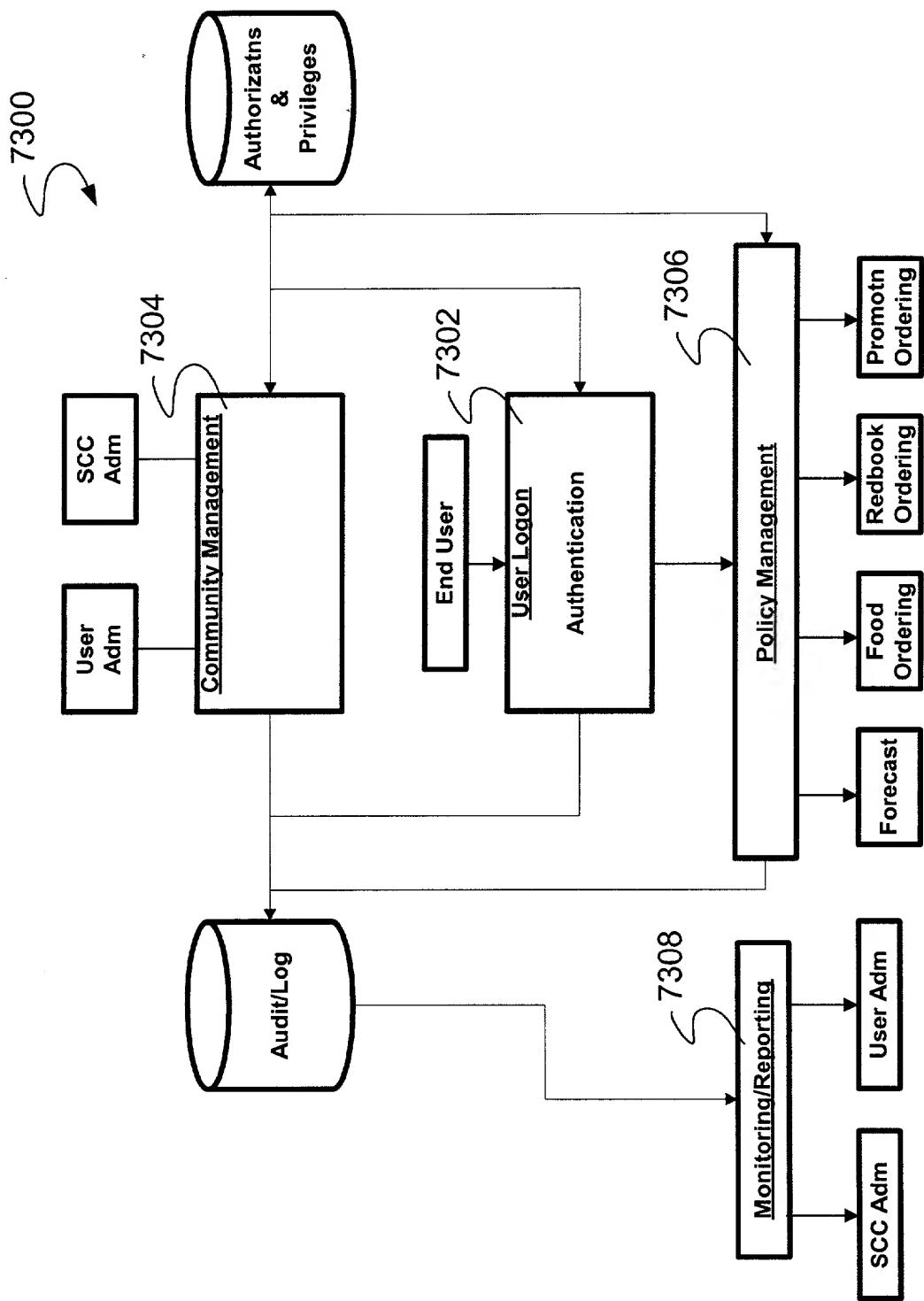


**FIG. 71**

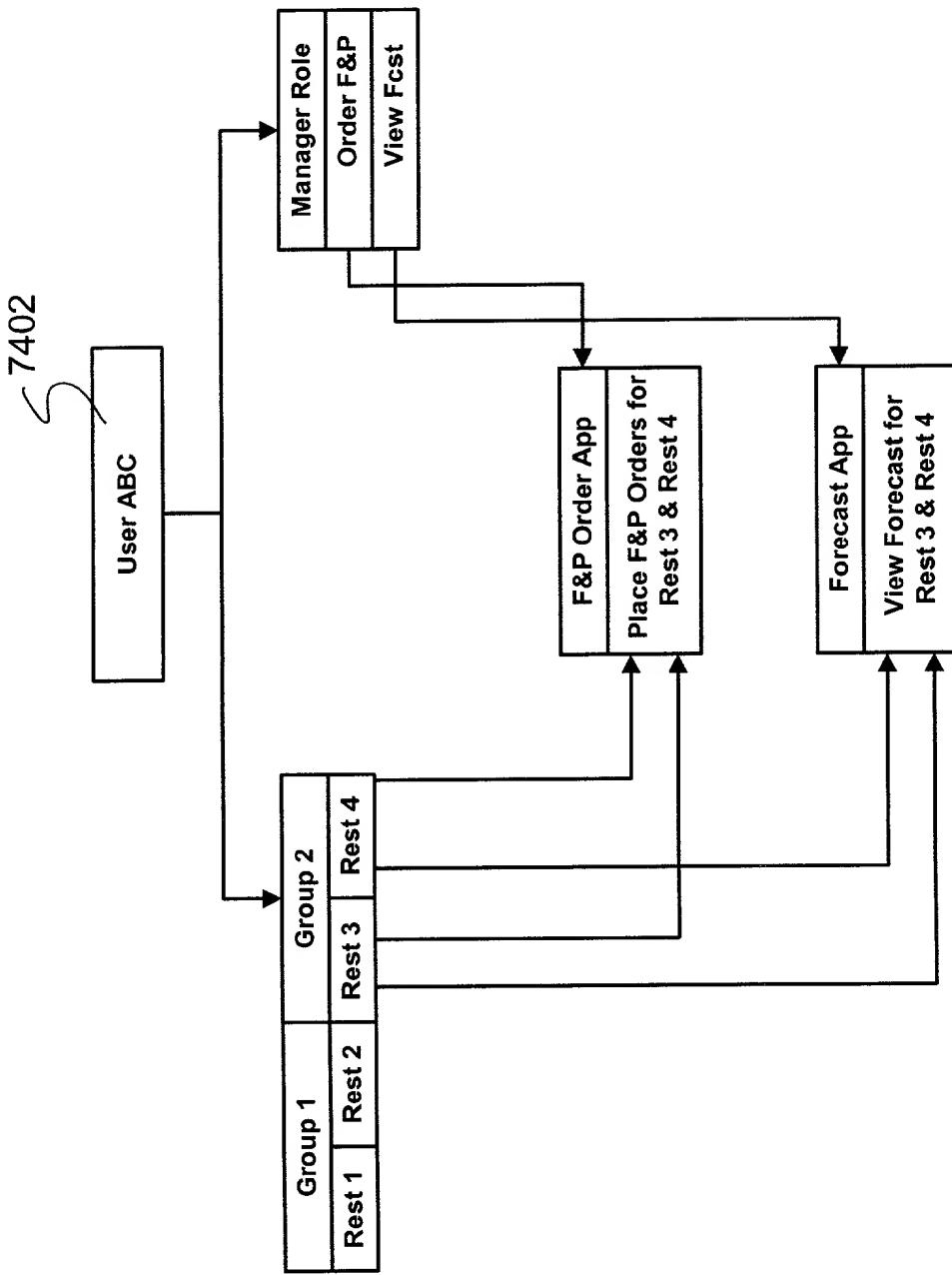


**FIG. 72**

**FIG. 73**



**FIG. 74**



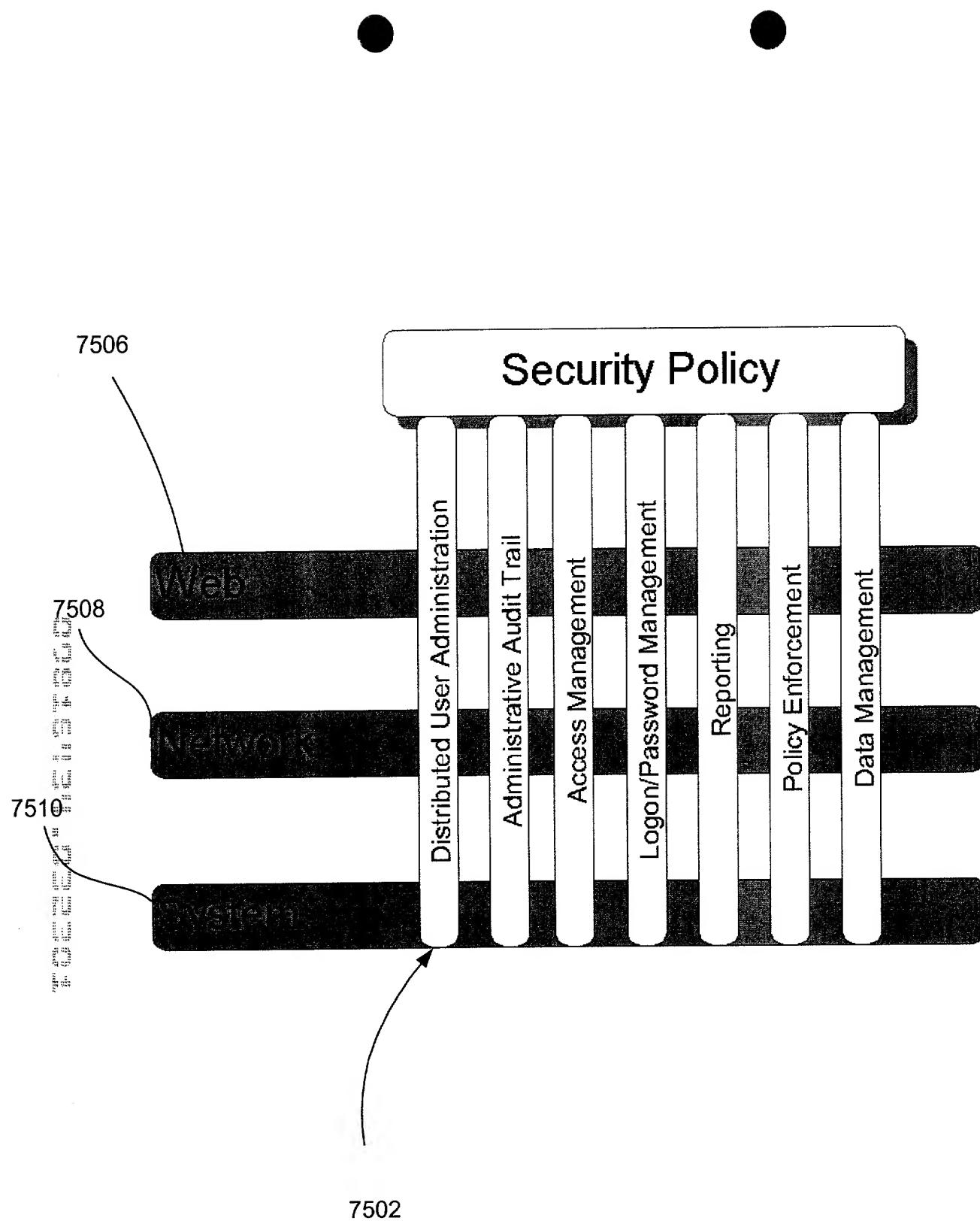
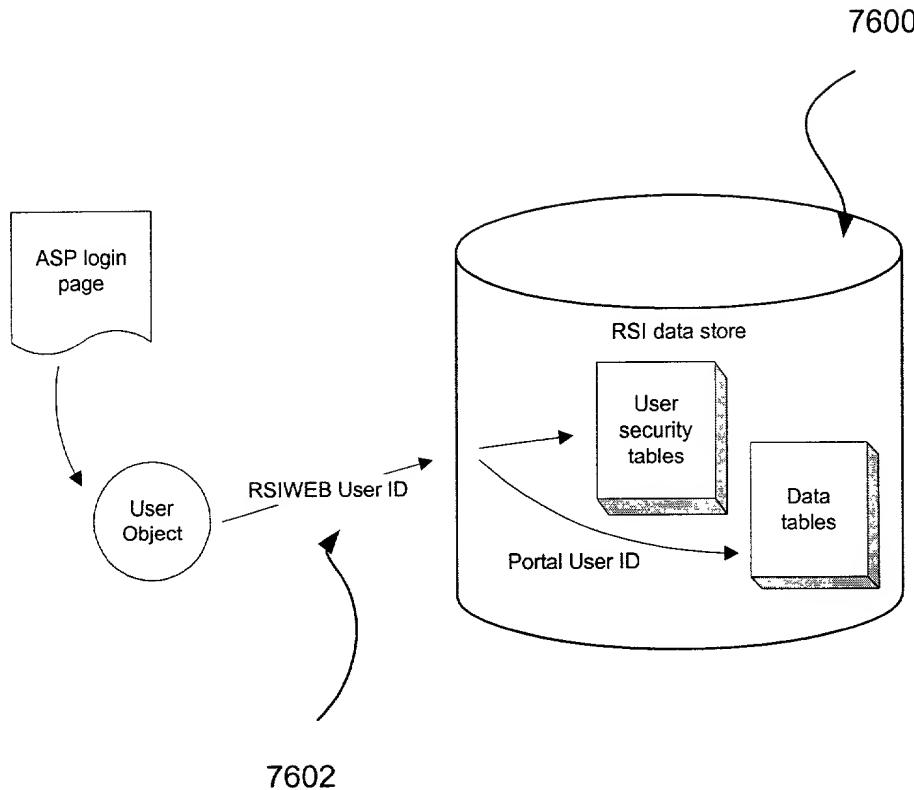
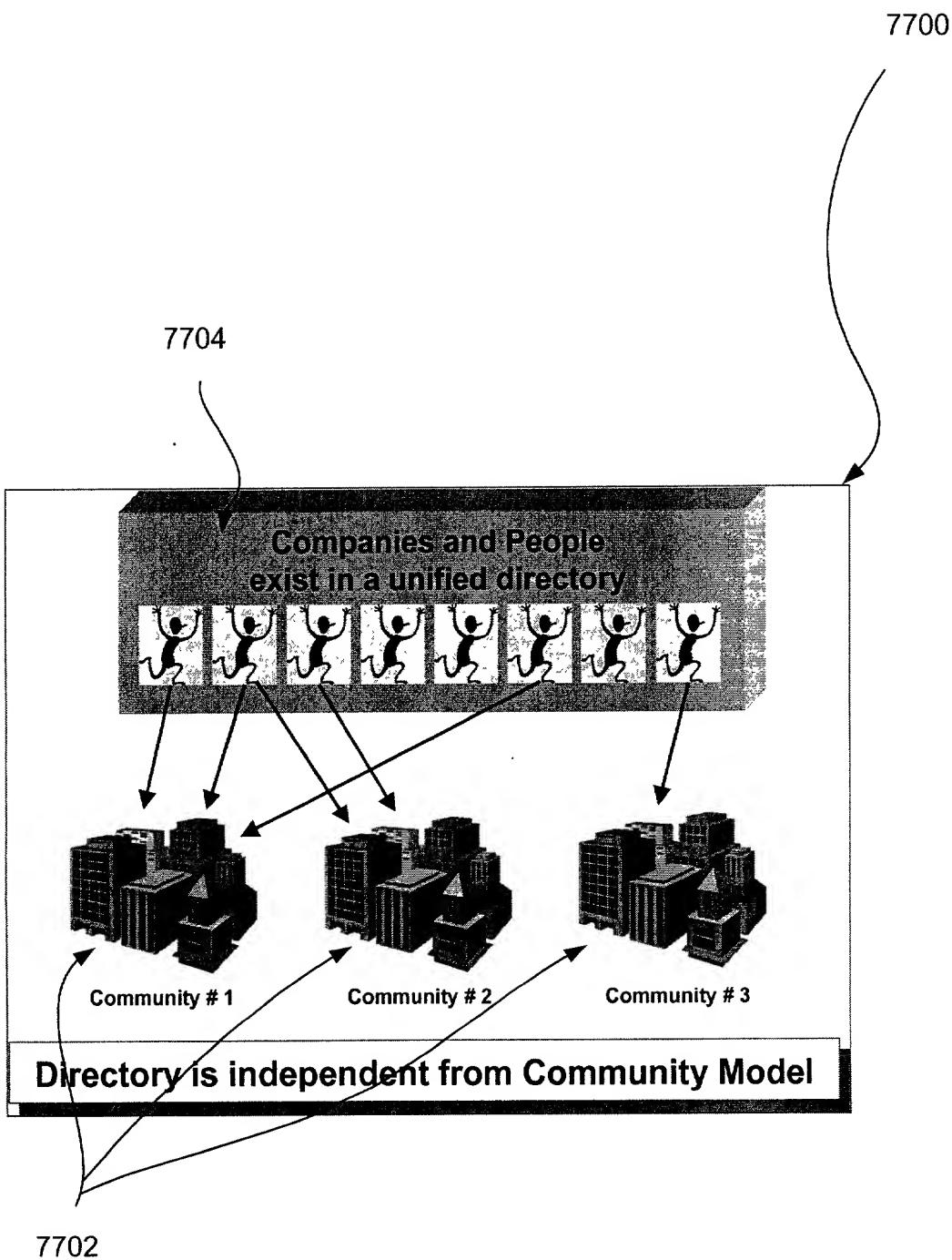


Fig. 75



**Fig. 76**



**Fig. 77**

7800

7802

7804

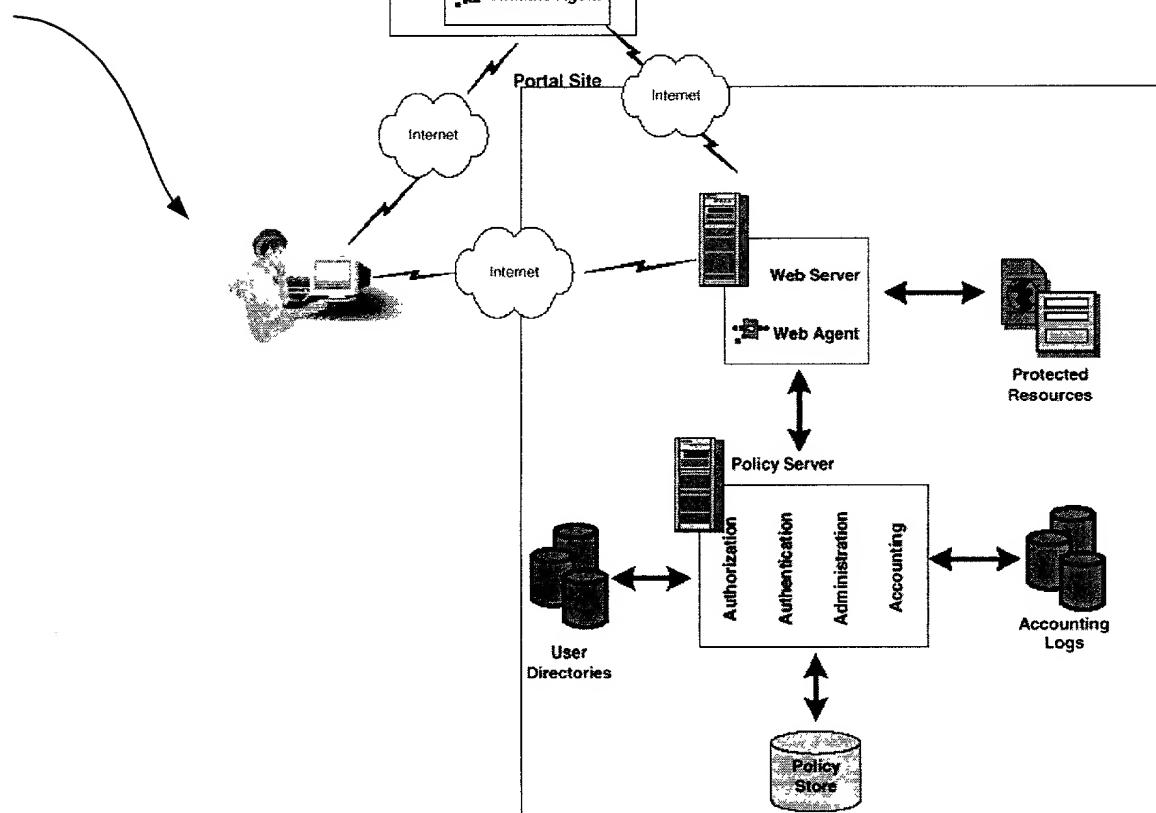
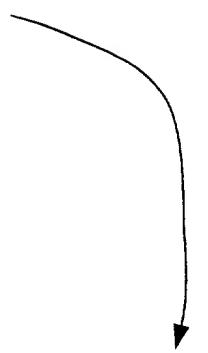


Fig. 78

7900



7902

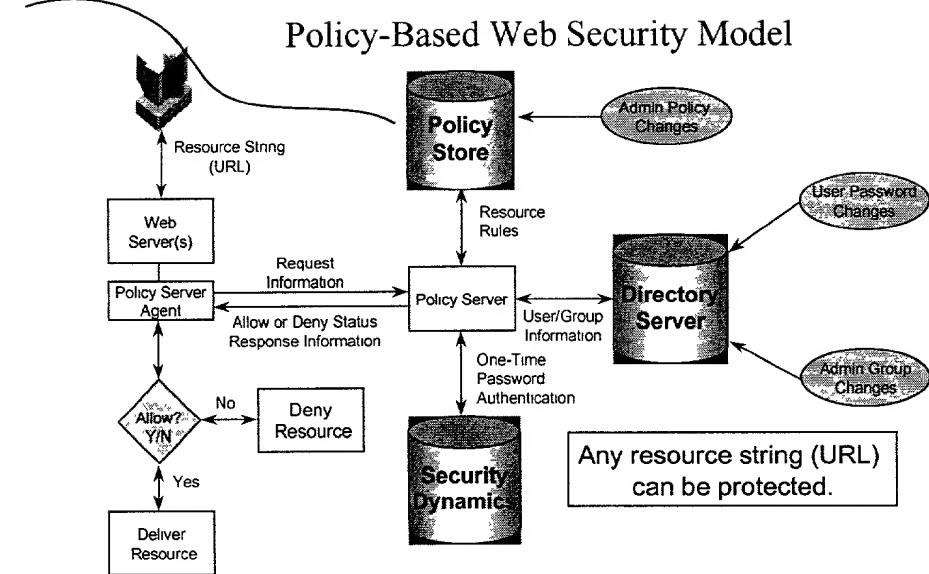
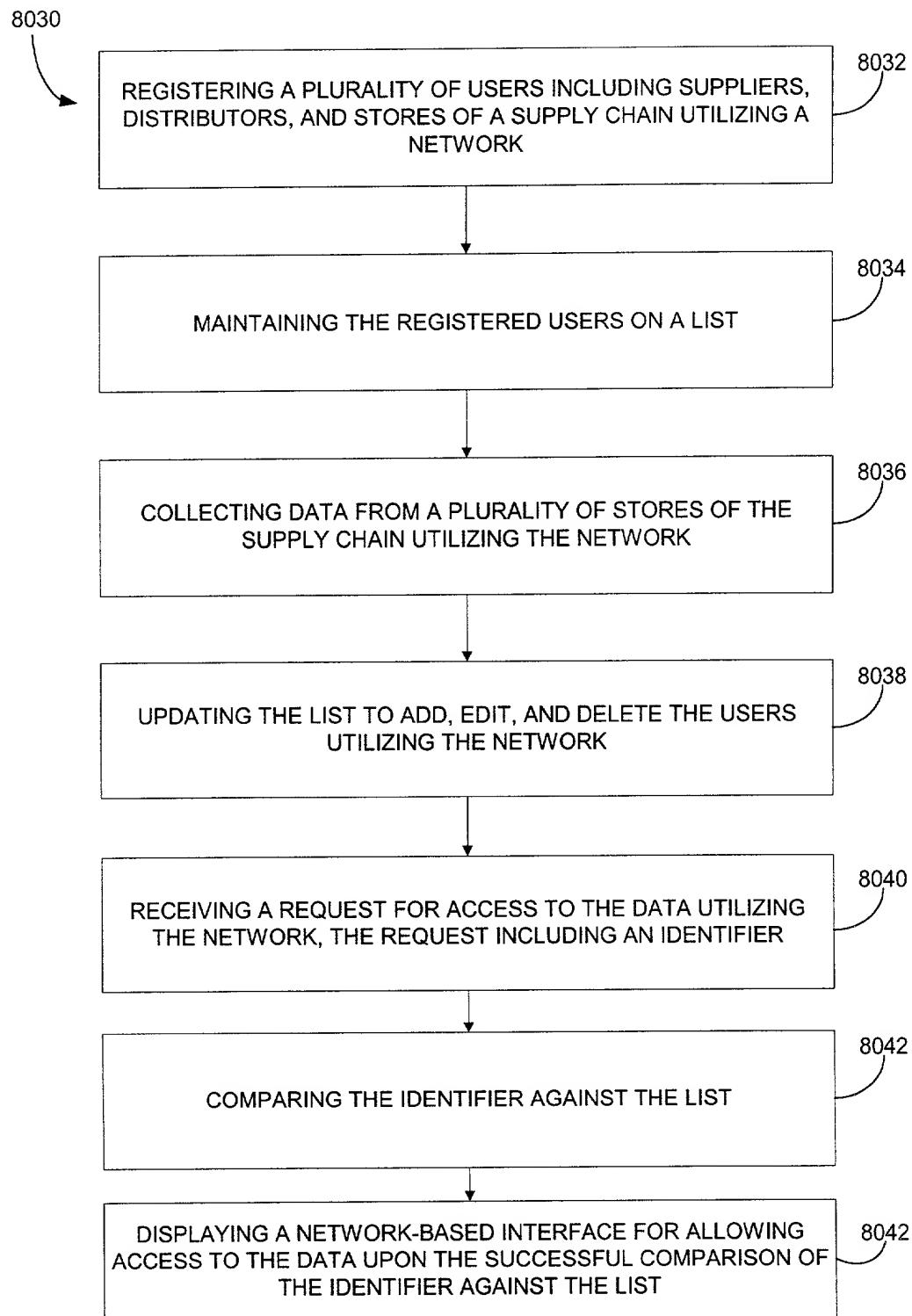
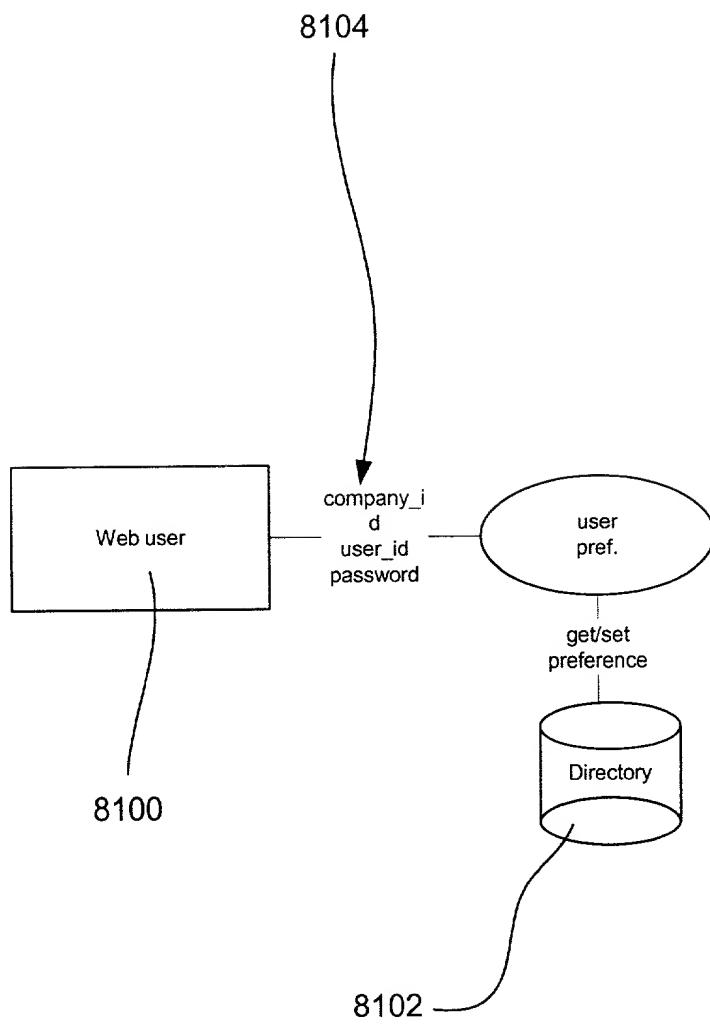


Fig. 79



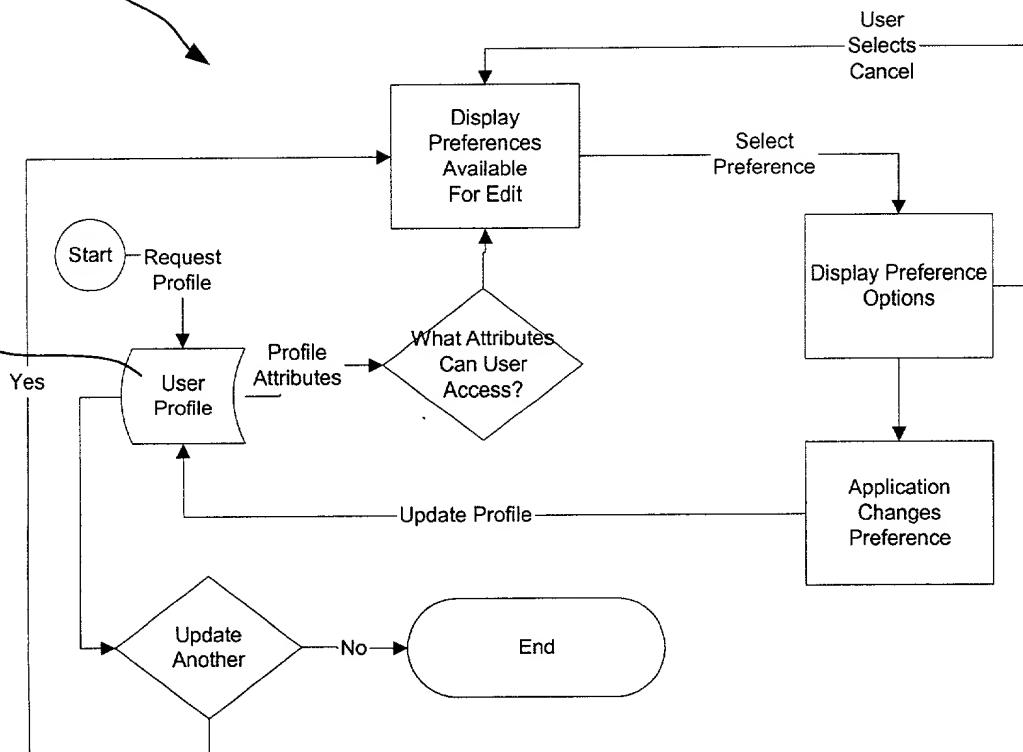
**FIG. 80**



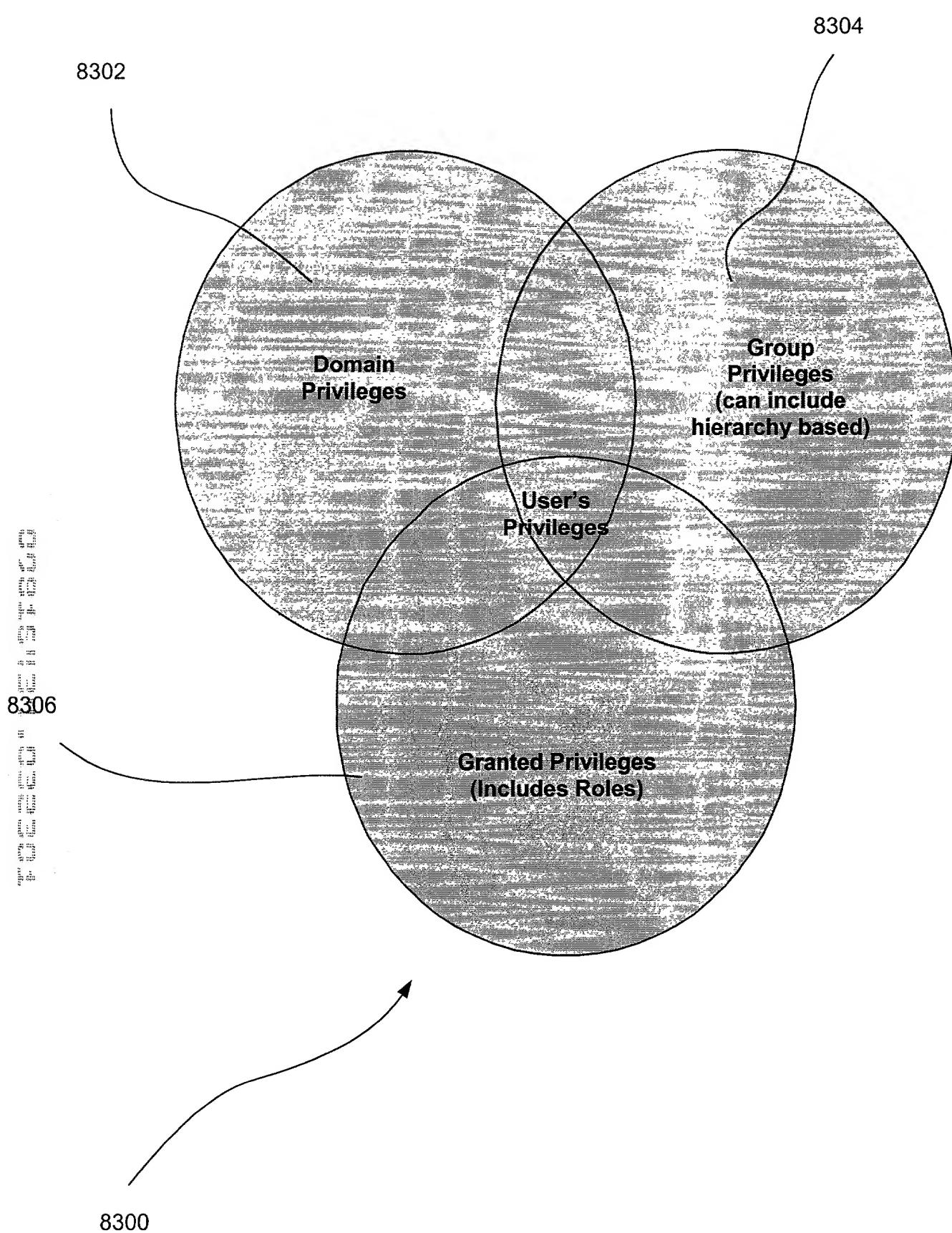
**Fig. 81**

8200

8202

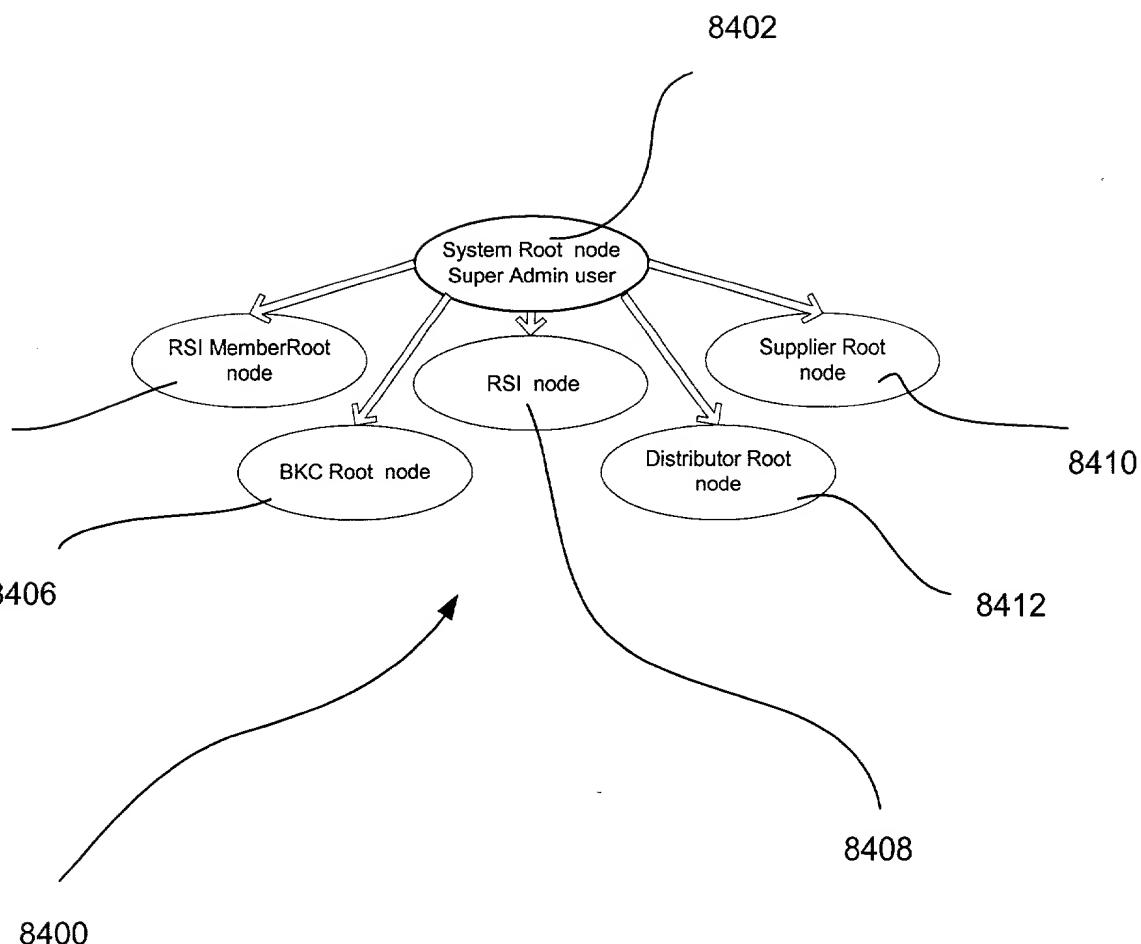


**Fig. 82**

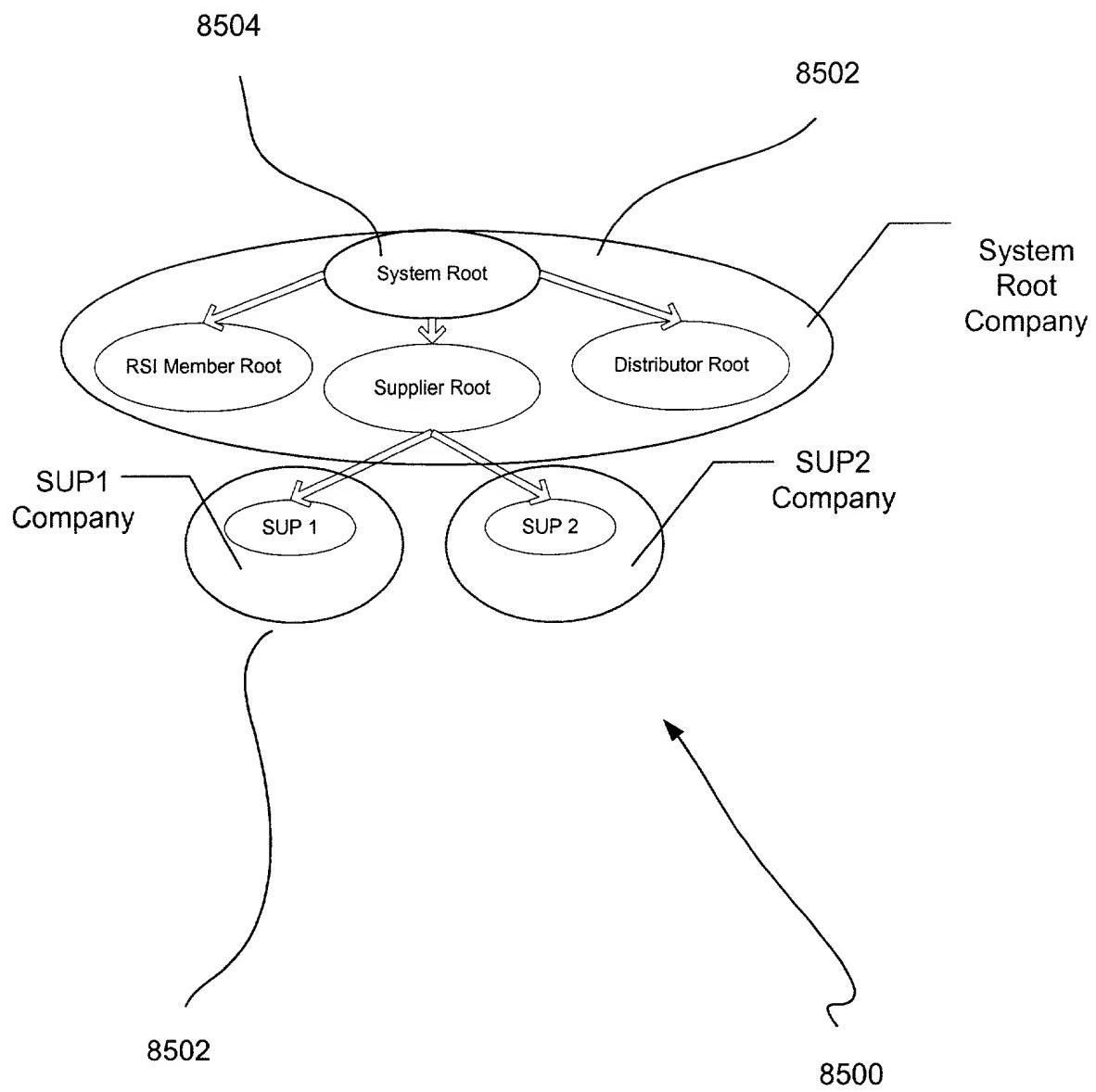


**Fig. 83**

8404  
8400  
8406  
8402  
8408  
8410  
8412



**Fig. 84**

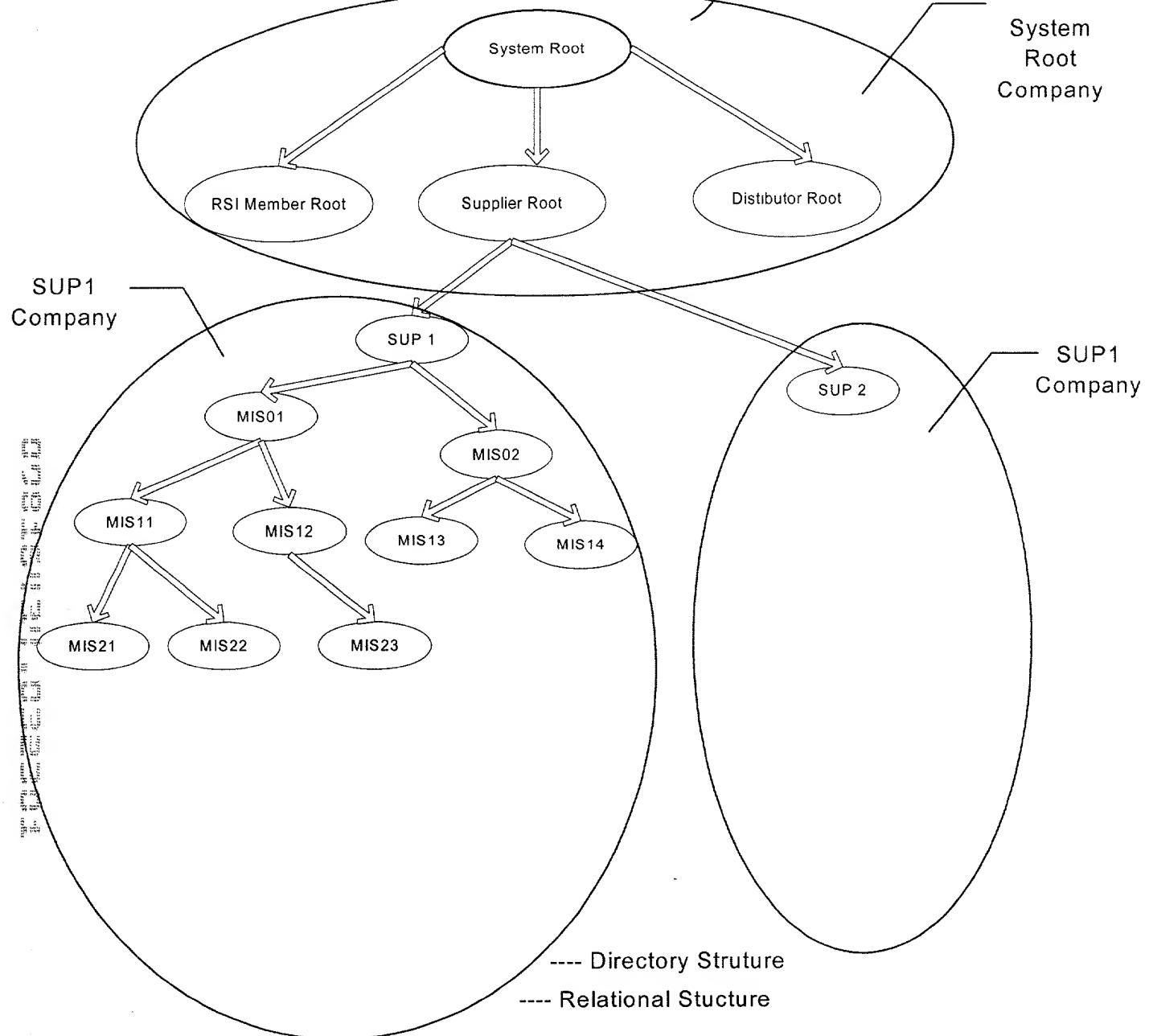


**Fig. 85**

8600

8602

System  
Root  
Company



**Fig. 86**

### Group Hierarchy Management: Data Flow

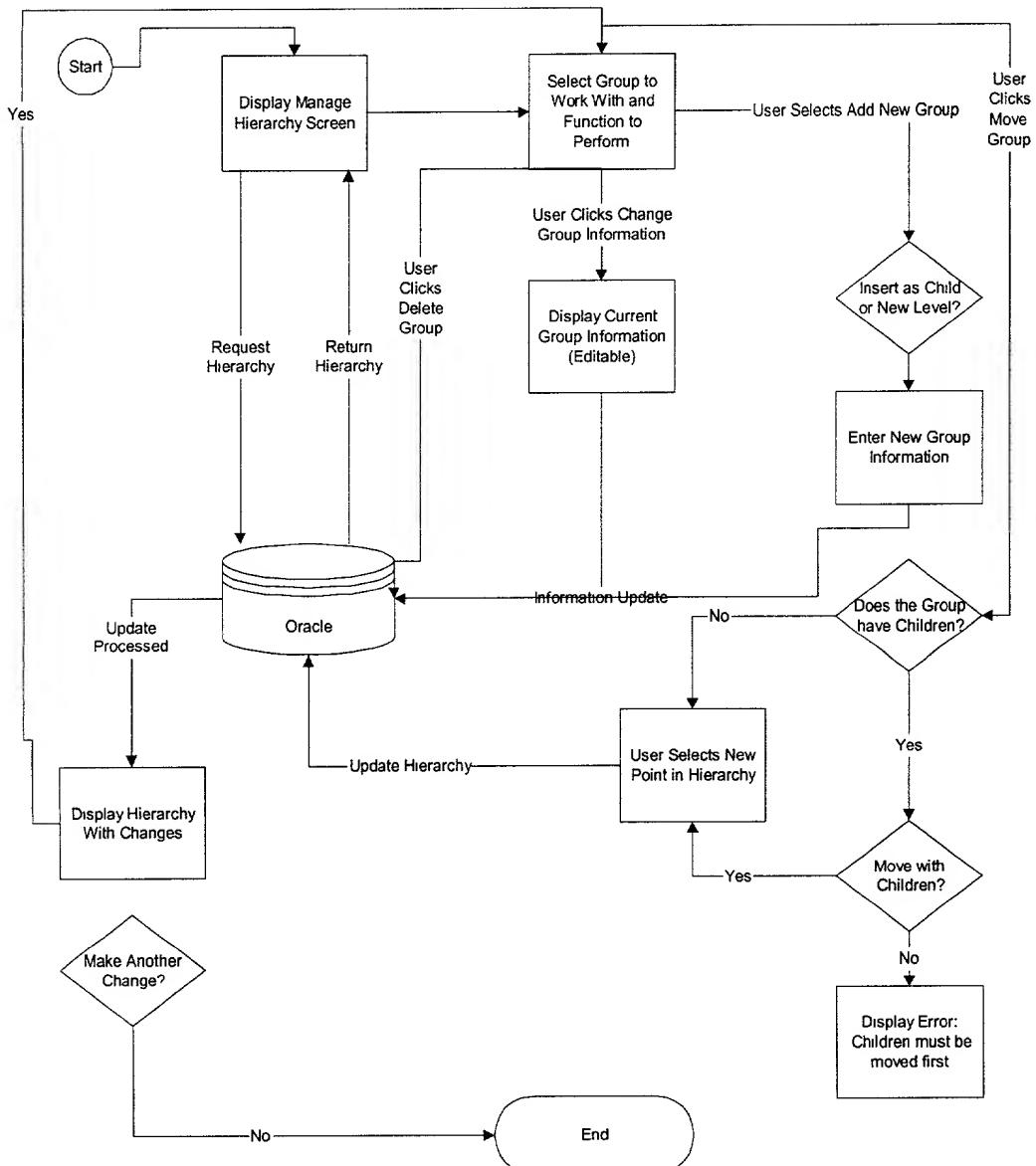


Fig. 87

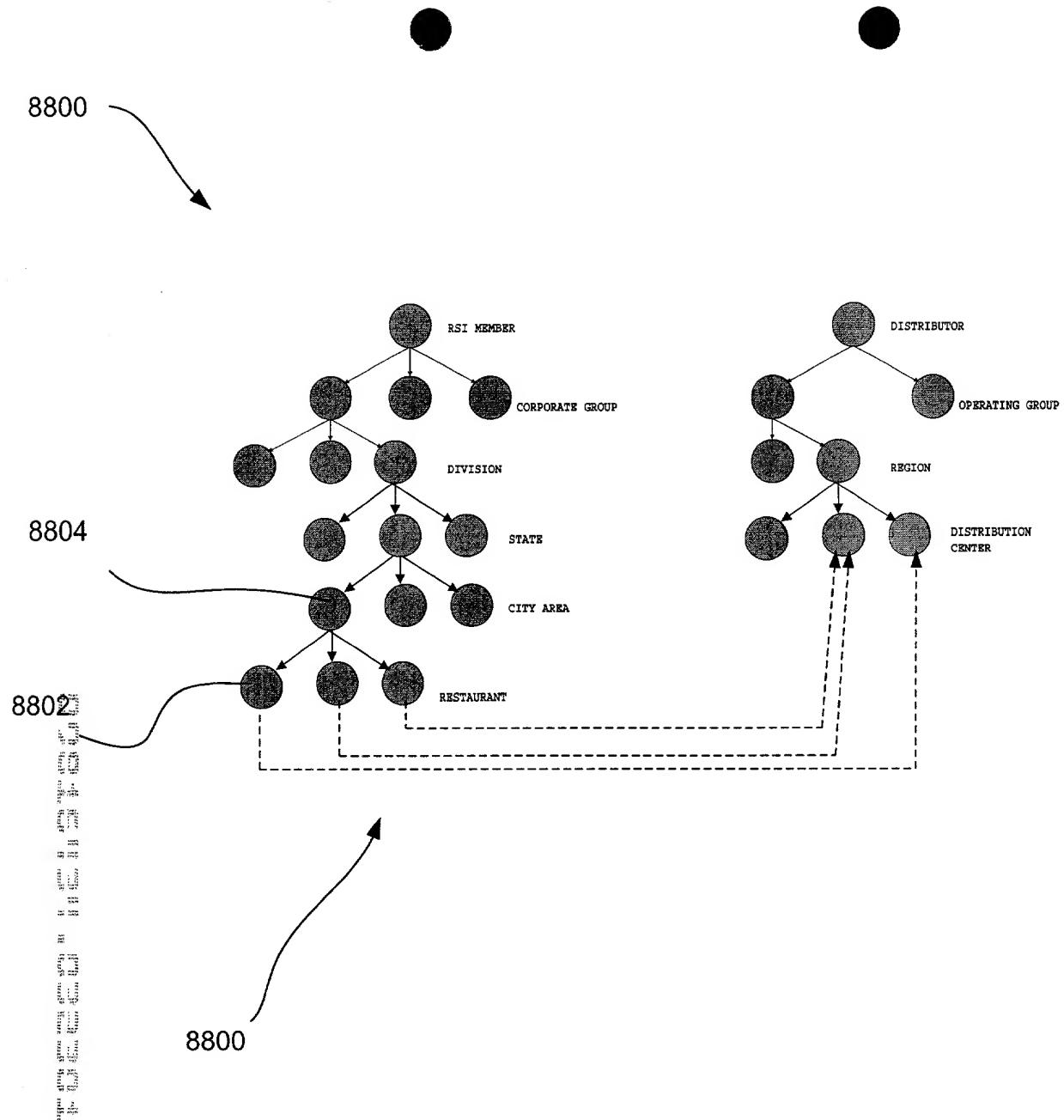


Fig. 88

8902

456 457 458 459 460 461 462 463 464 465 466 467 468 469 470 471 472 473 474 475 476 477 478 479 480 481 482 483 484 485 486 487 488 489 490 491 492 493 494 495 496 497 498 499 500 501 502 503 504 505 506 507 508 509 510 511 512 513 514

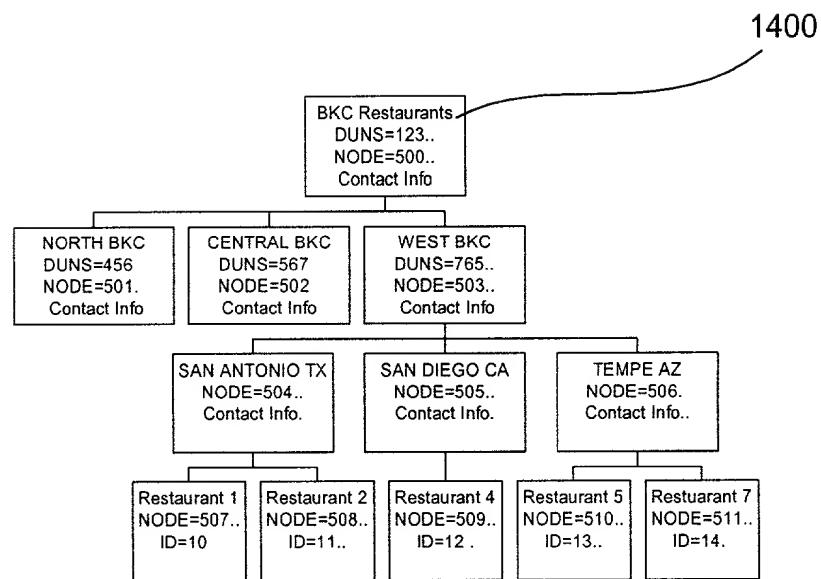
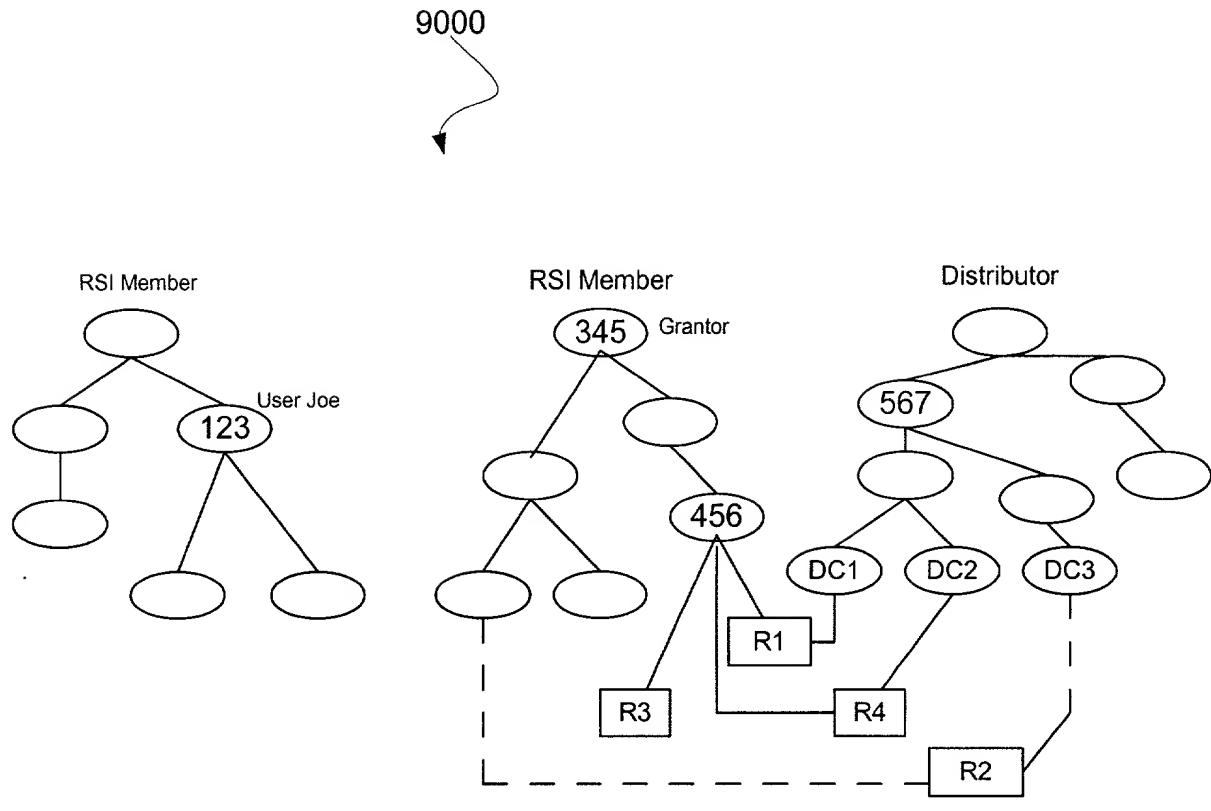


Fig. 89



**FIG. 90**

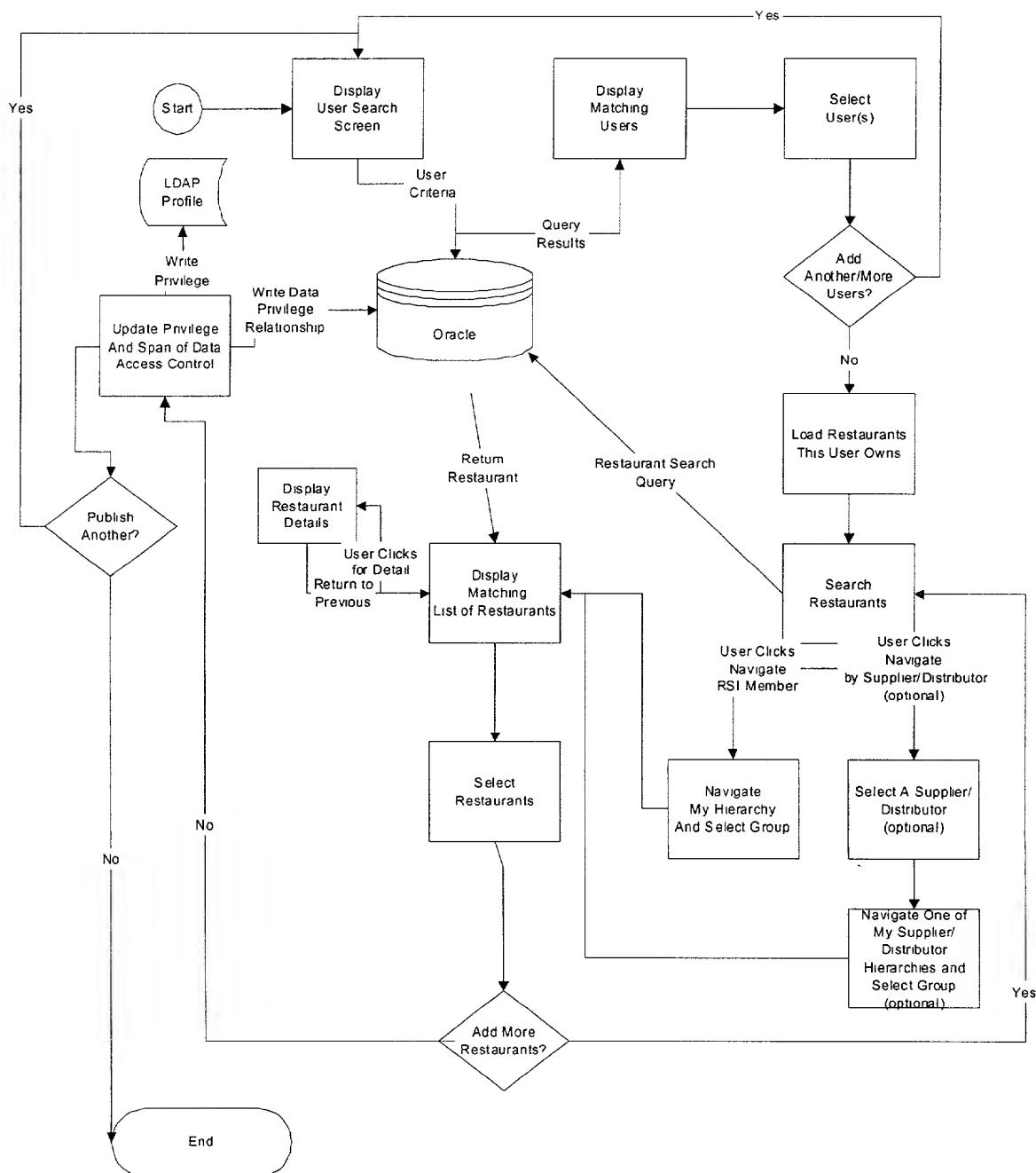
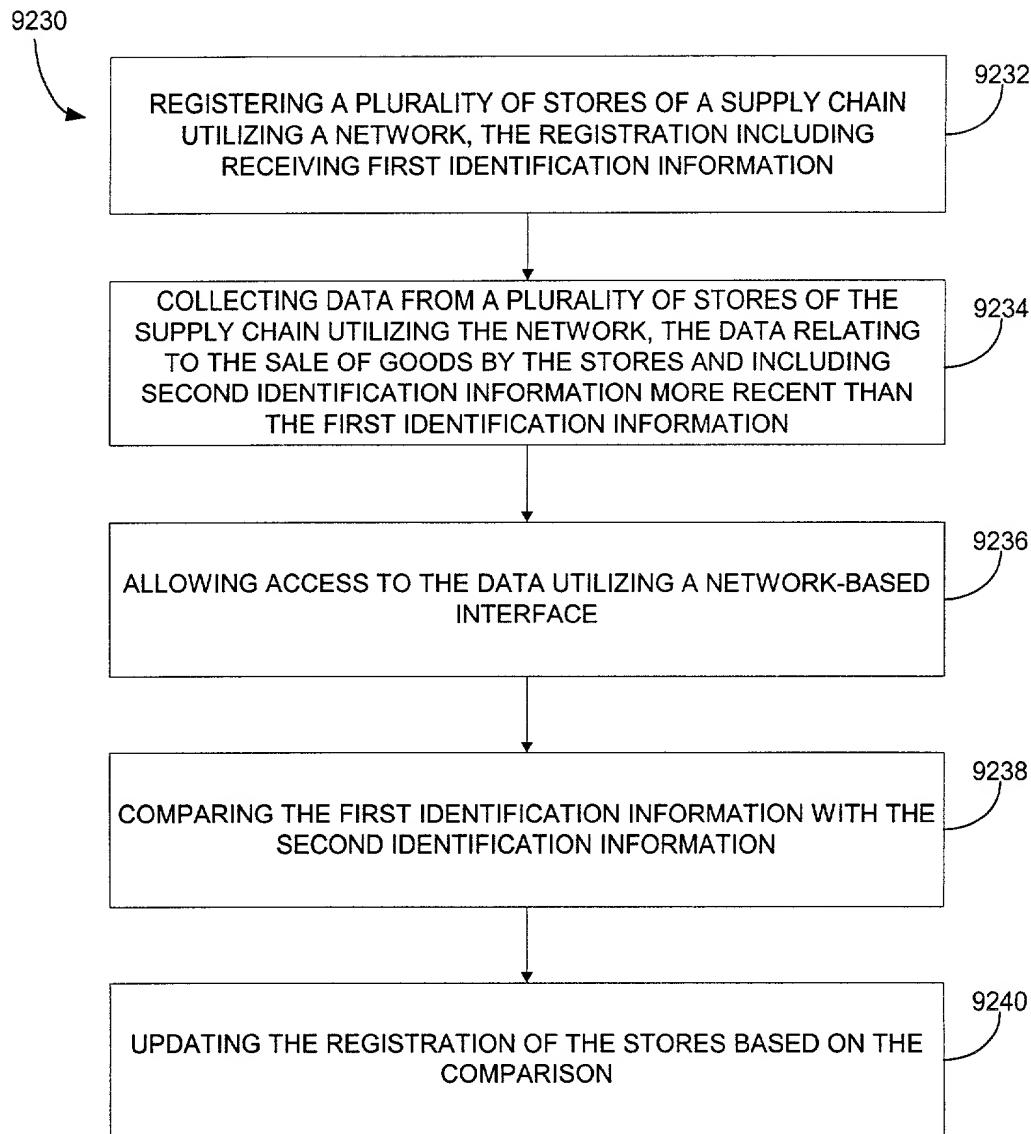
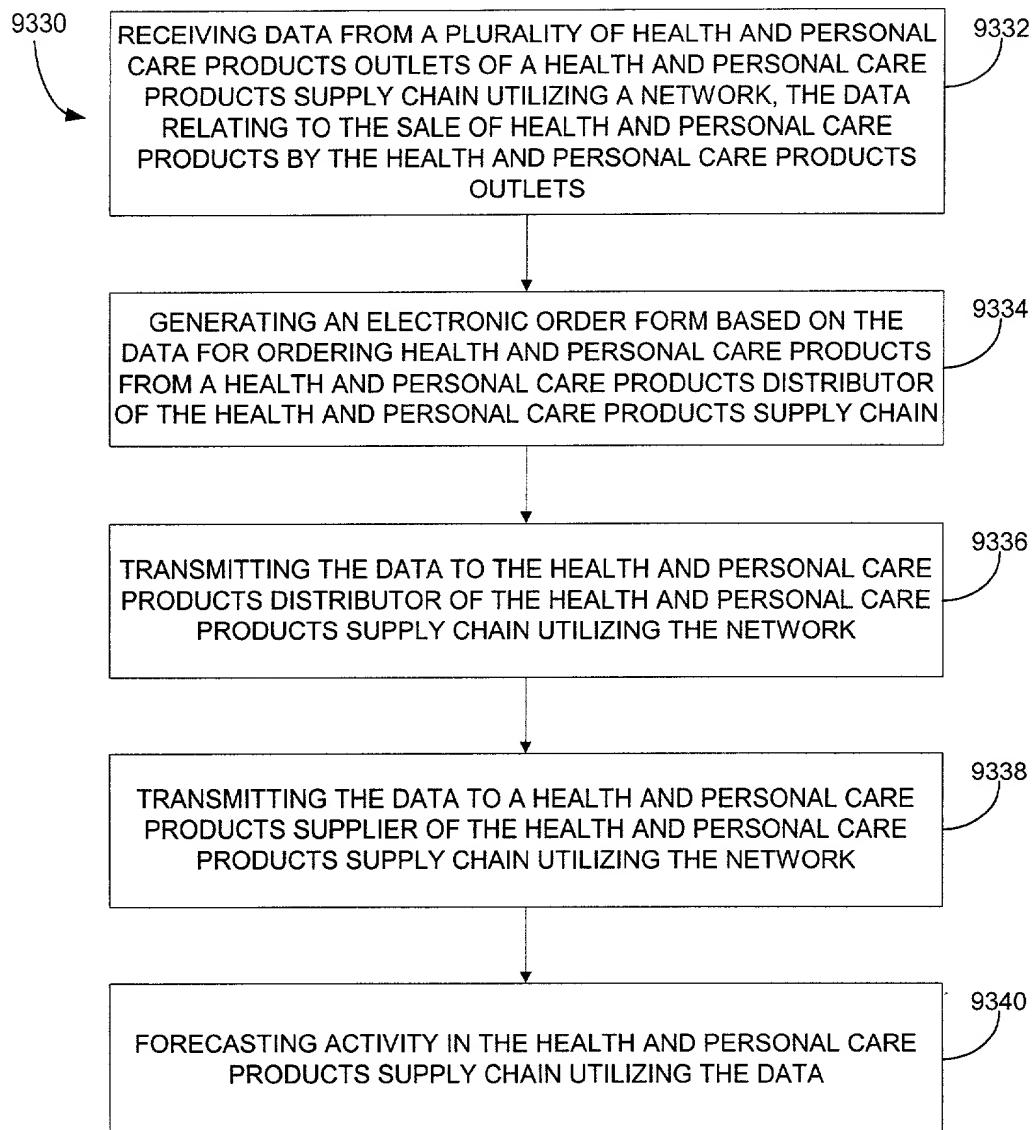


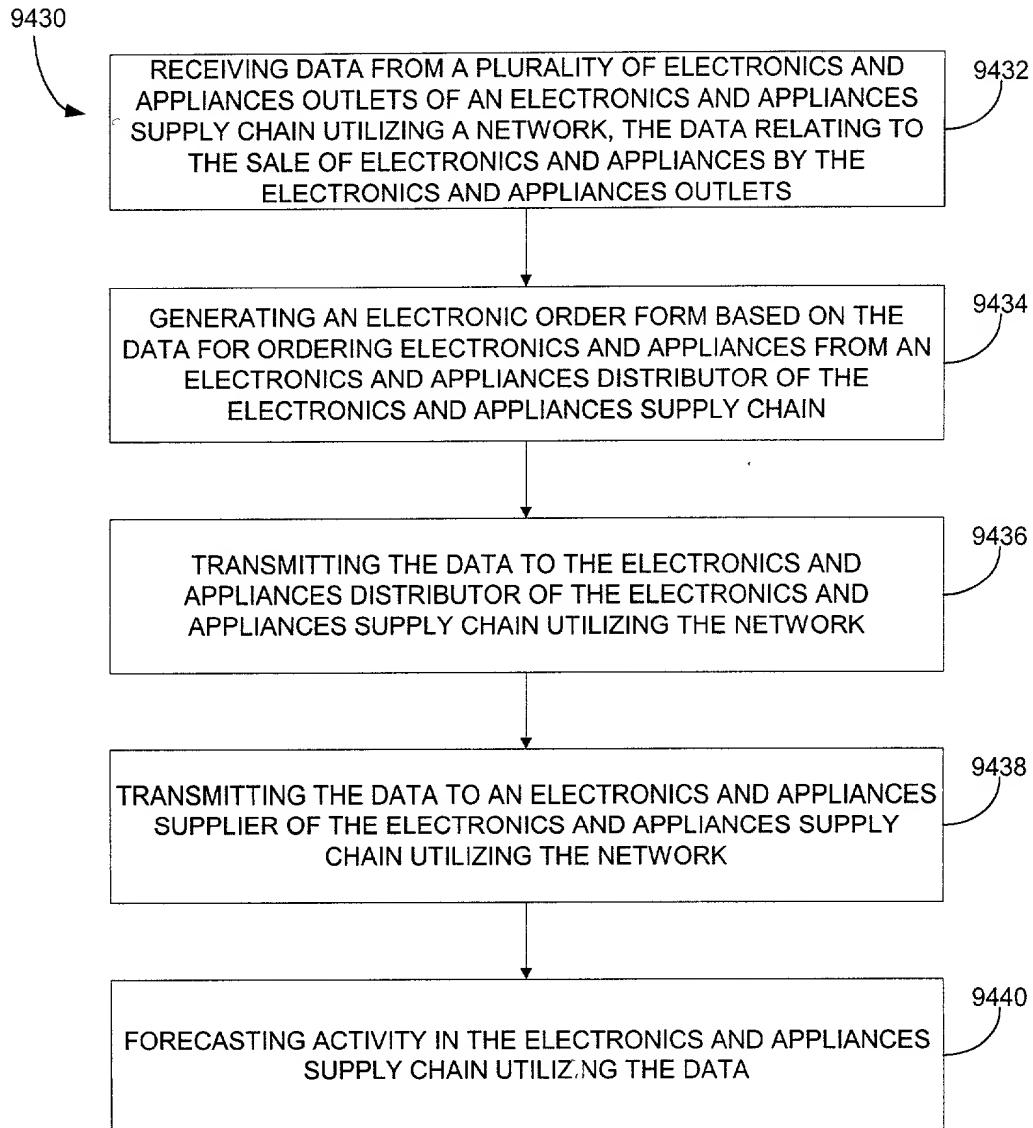
Fig. 91



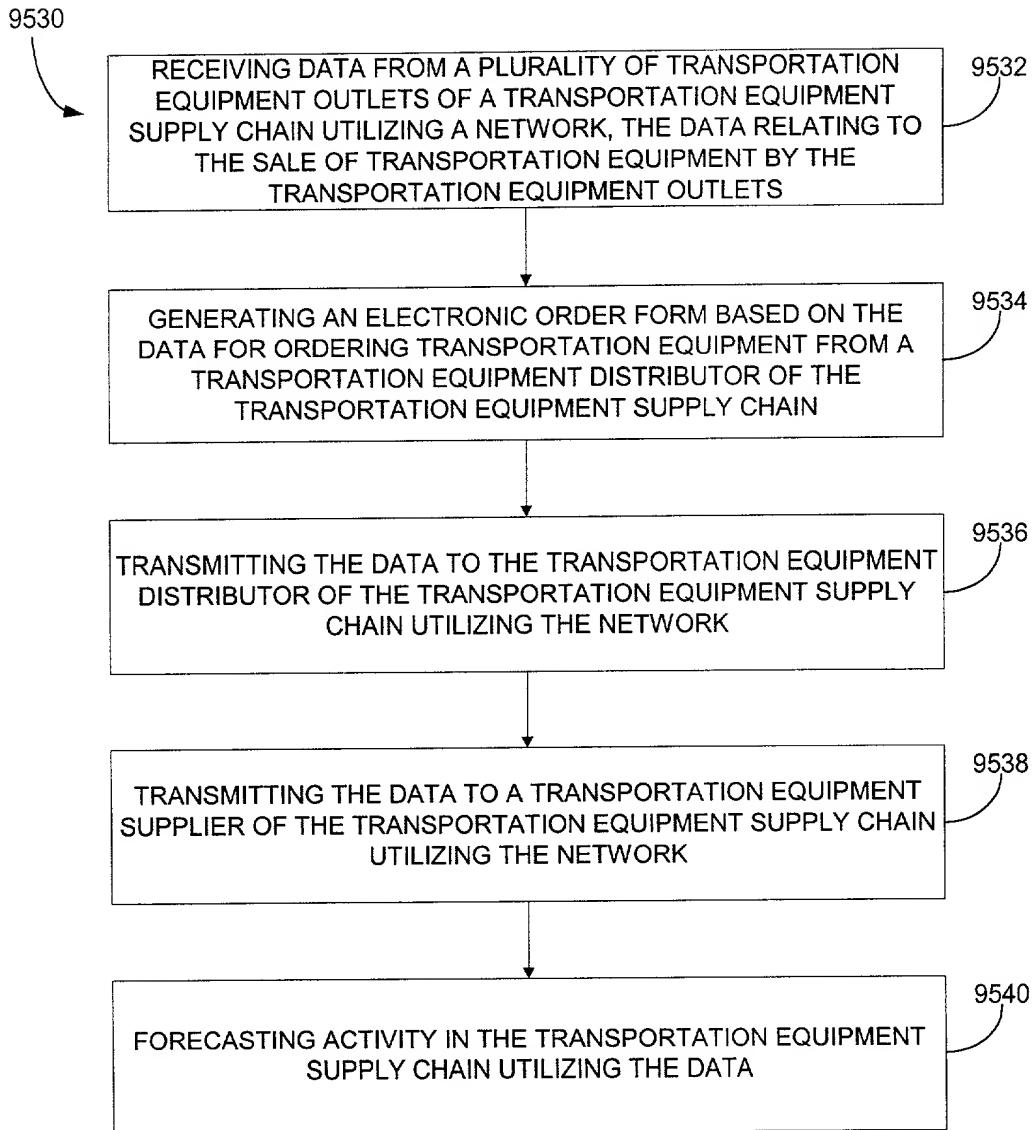
**FIG. 92**



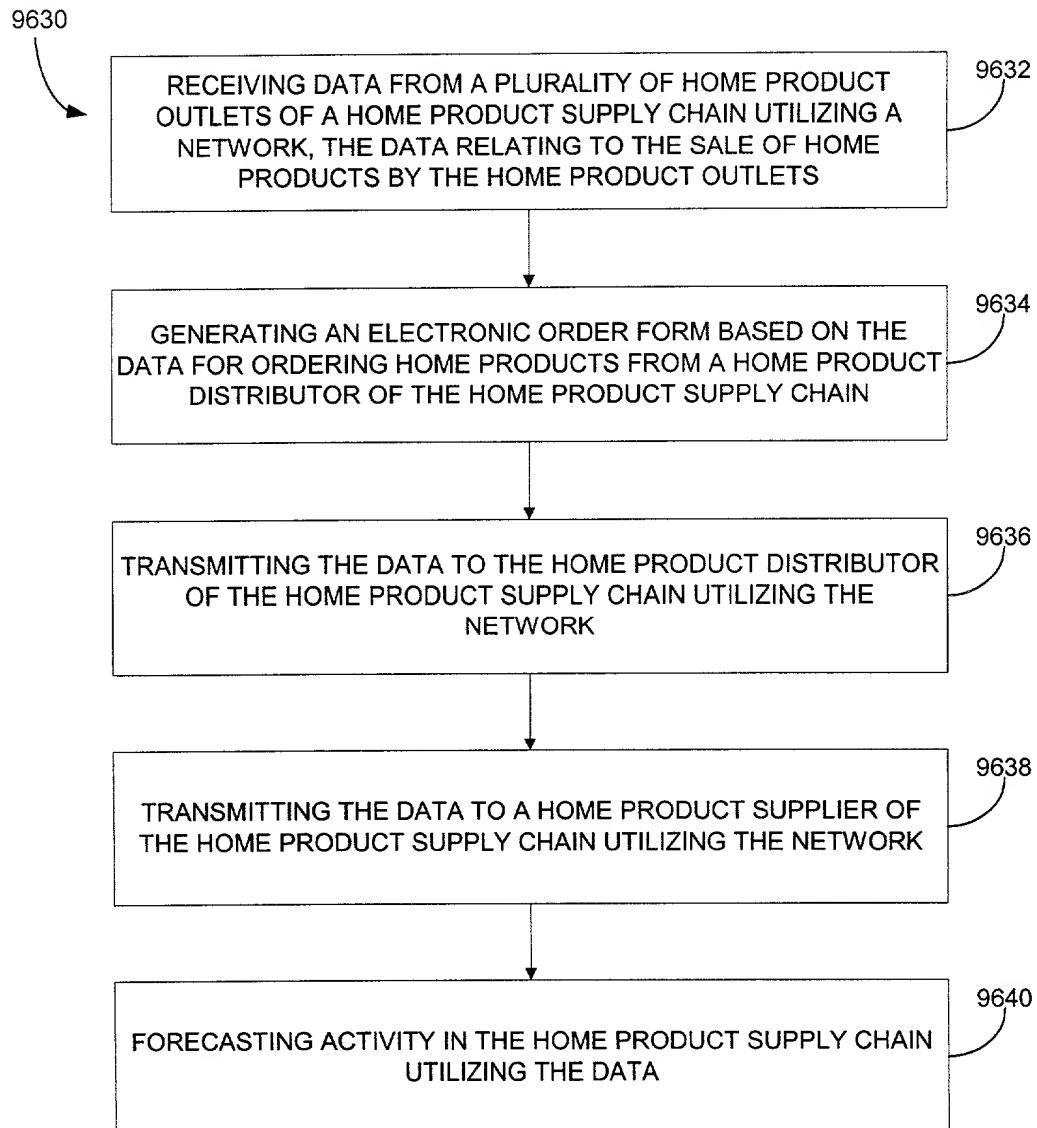
**FIG. 93**



**FIG. 94**



**FIG. 95**



**FIG. 96**

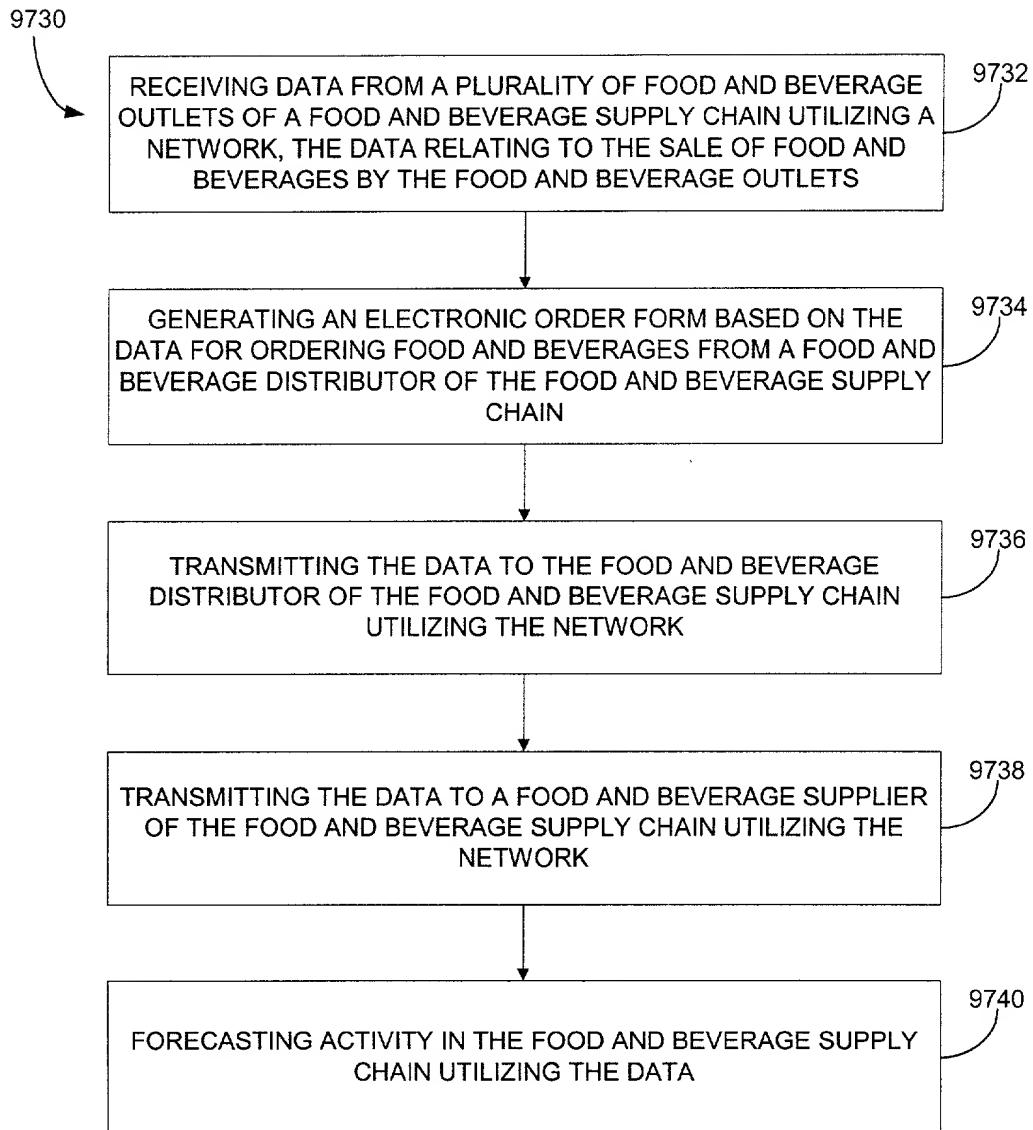
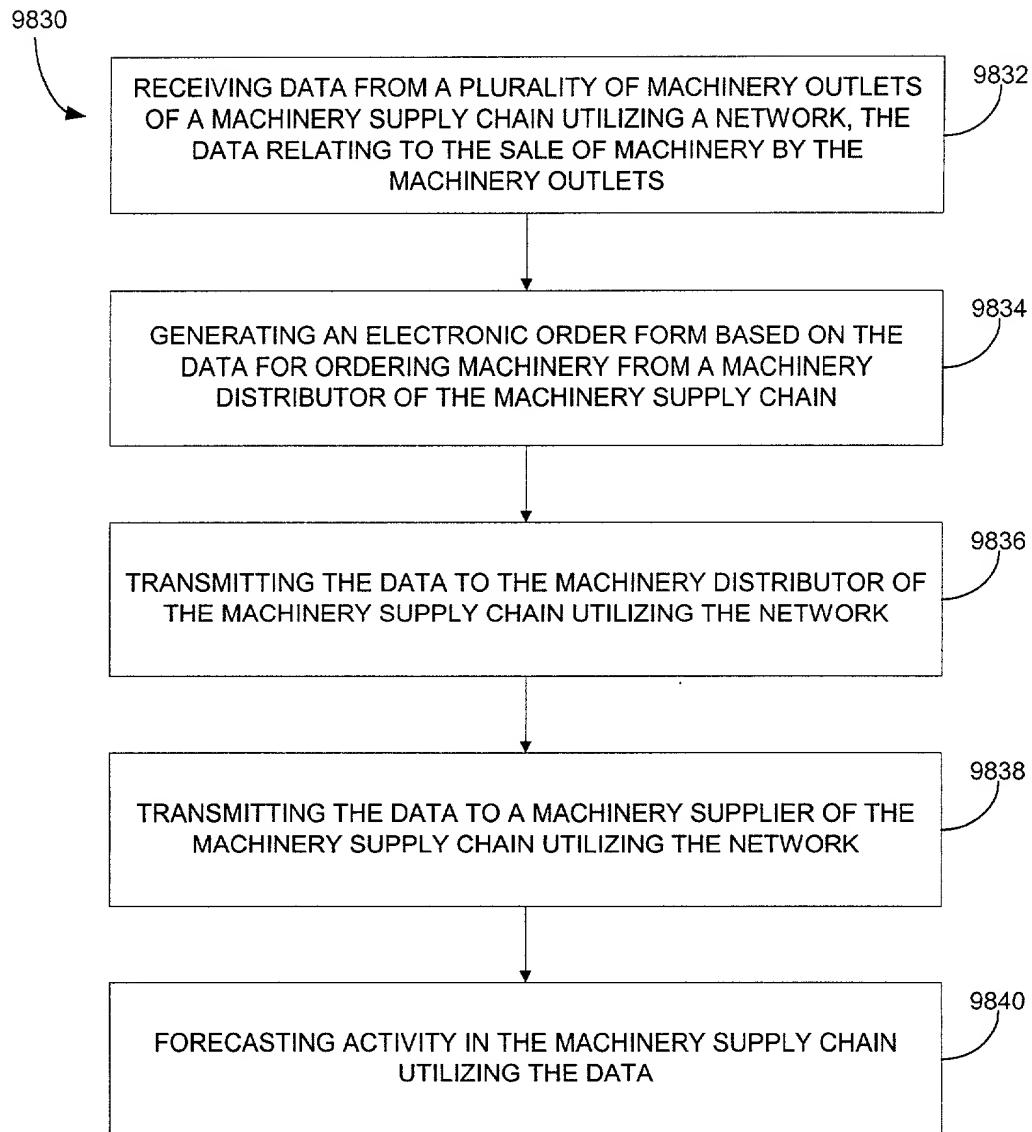
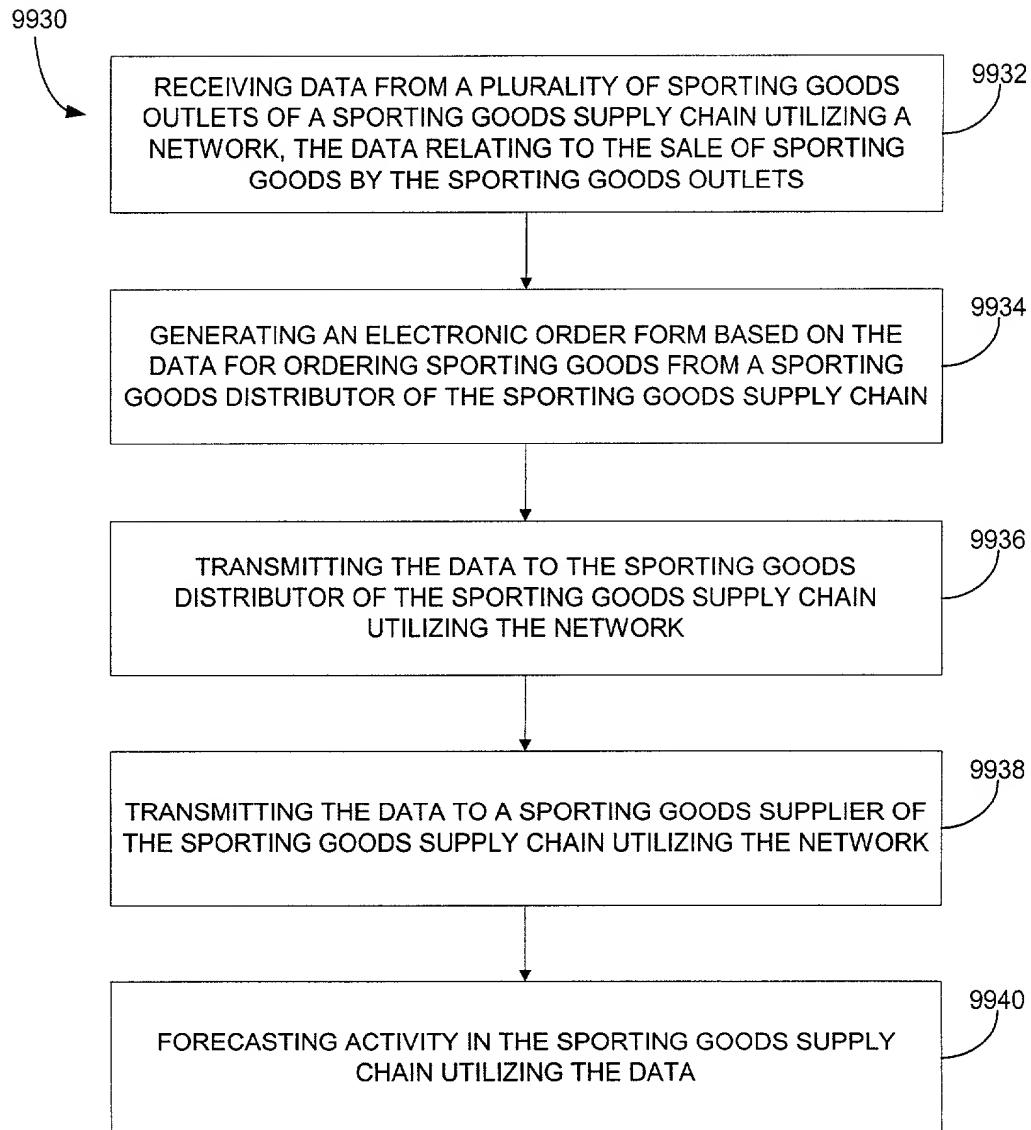


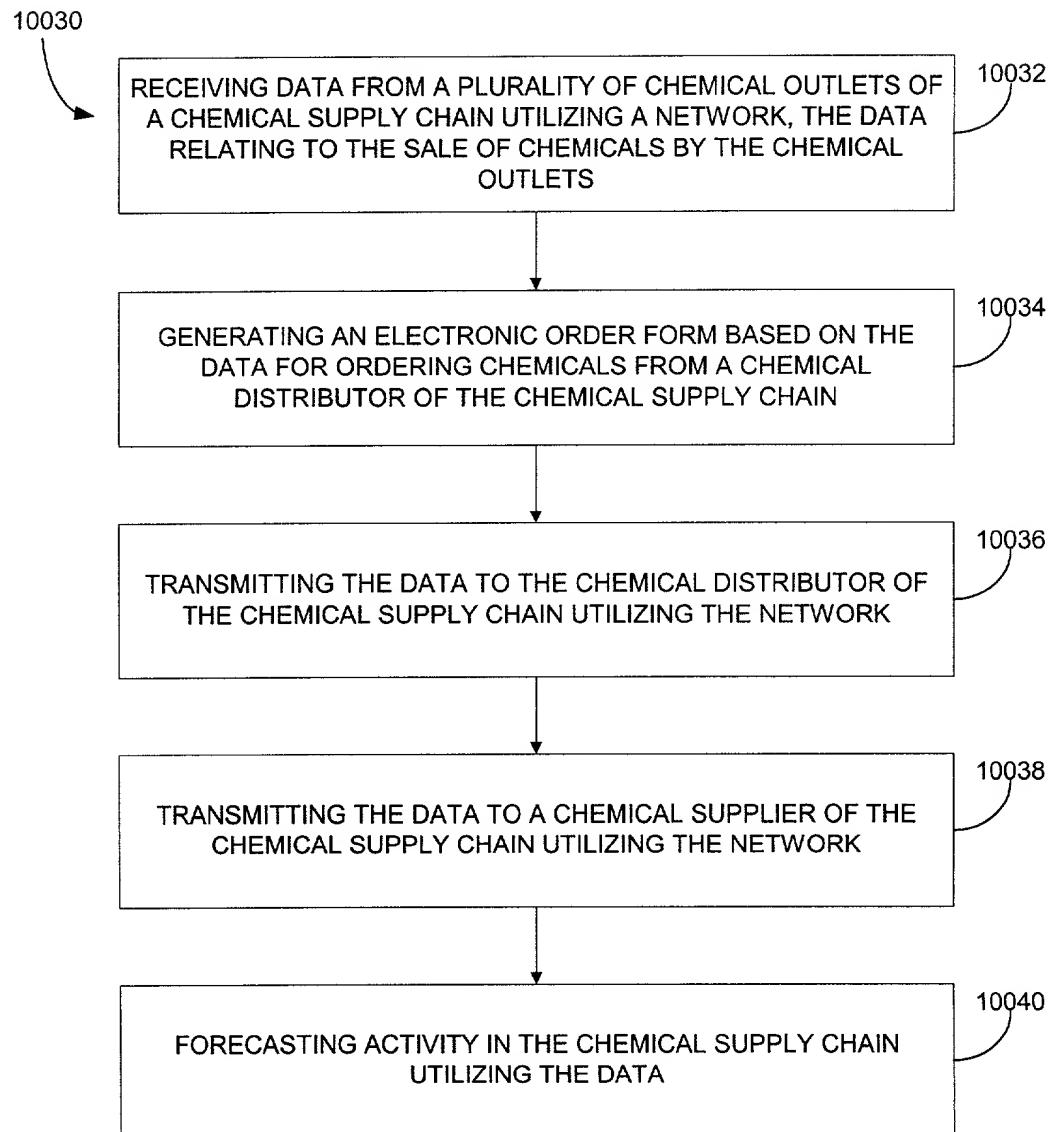
FIG. 97



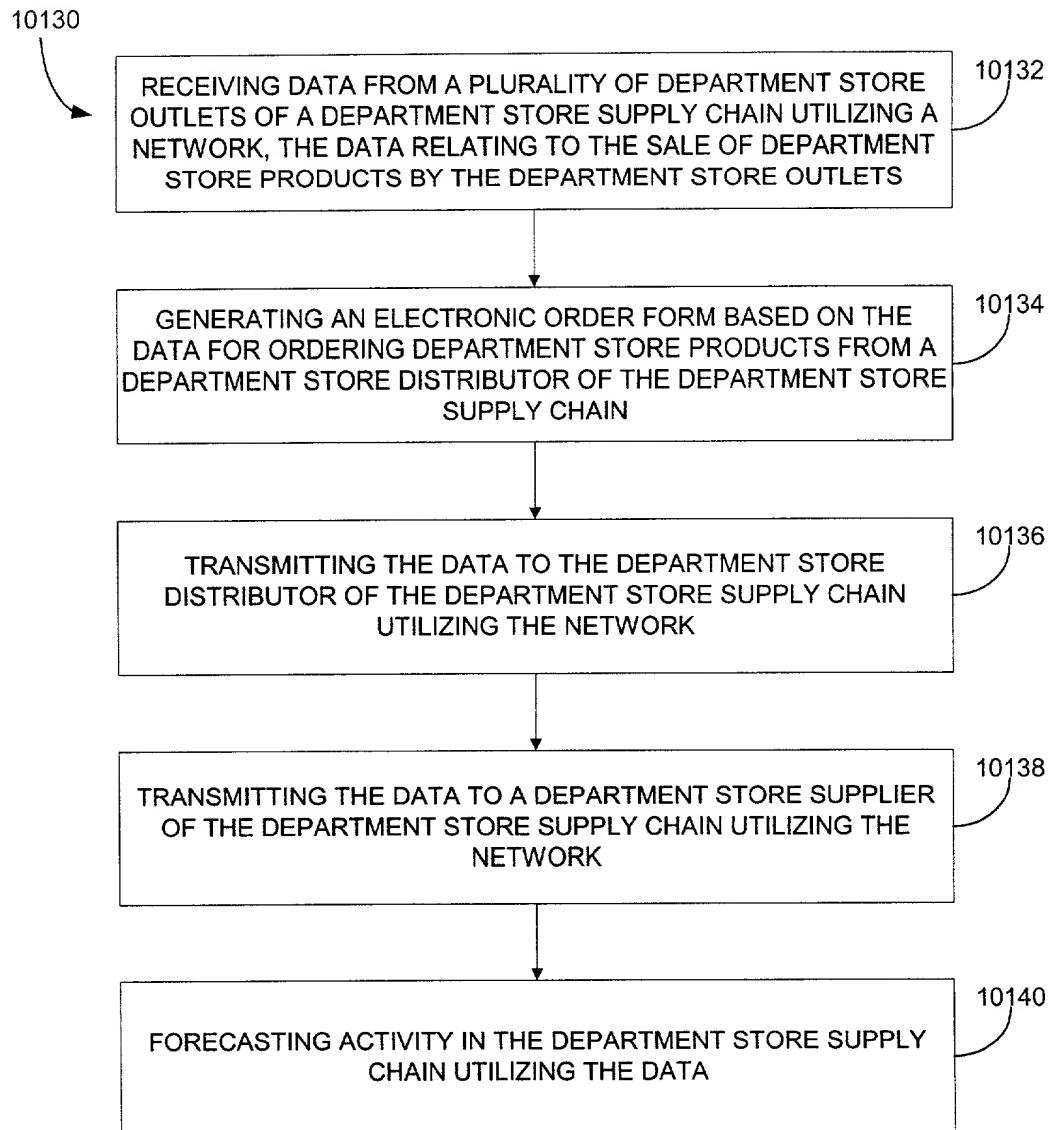
**FIG. 98**



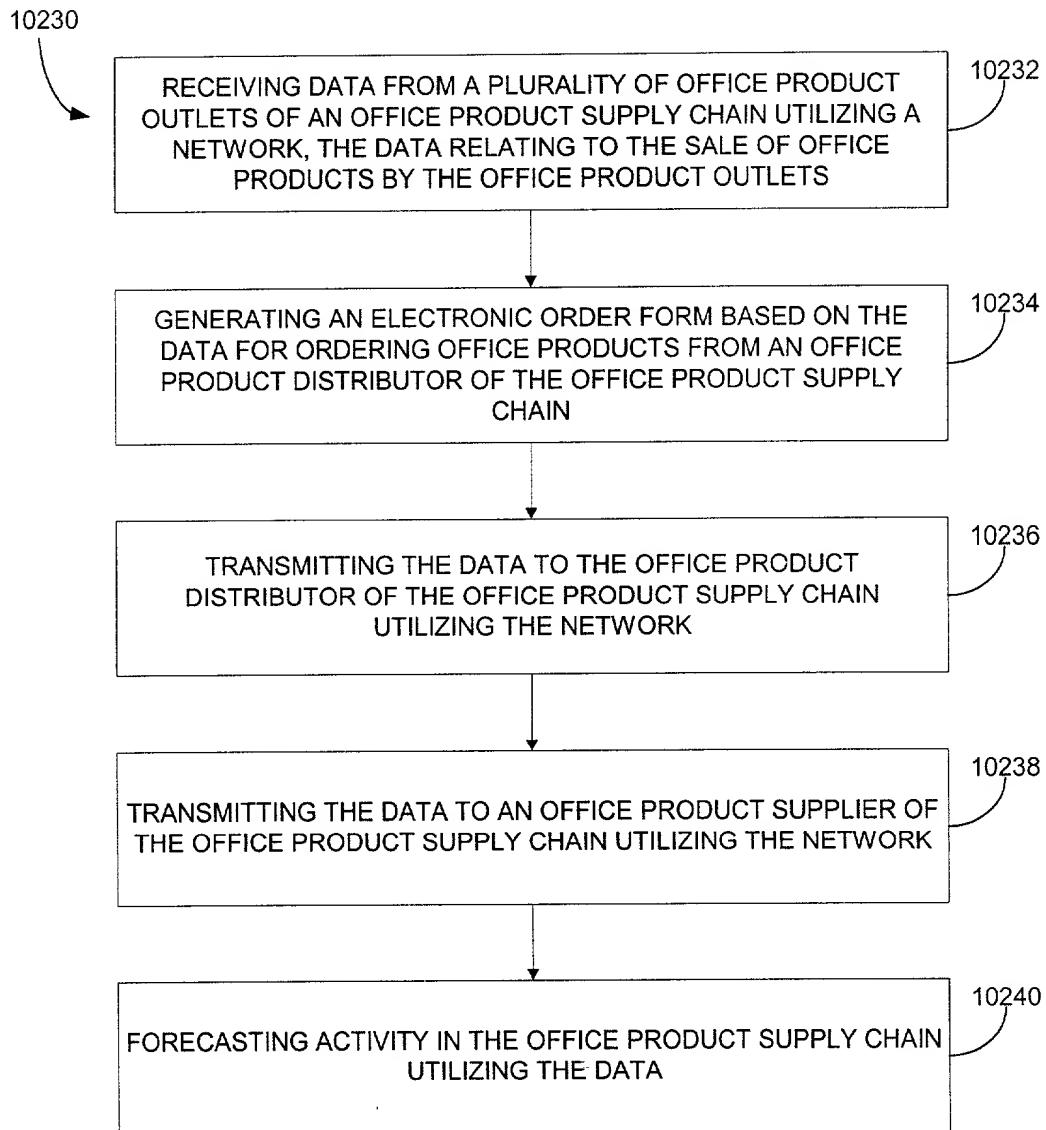
**FIG. 99**



**FIG. 100**



**FIG. 101**



**FIG. 102A**

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF BOOKS BY THE BOOK OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING BOOKS FROM A BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

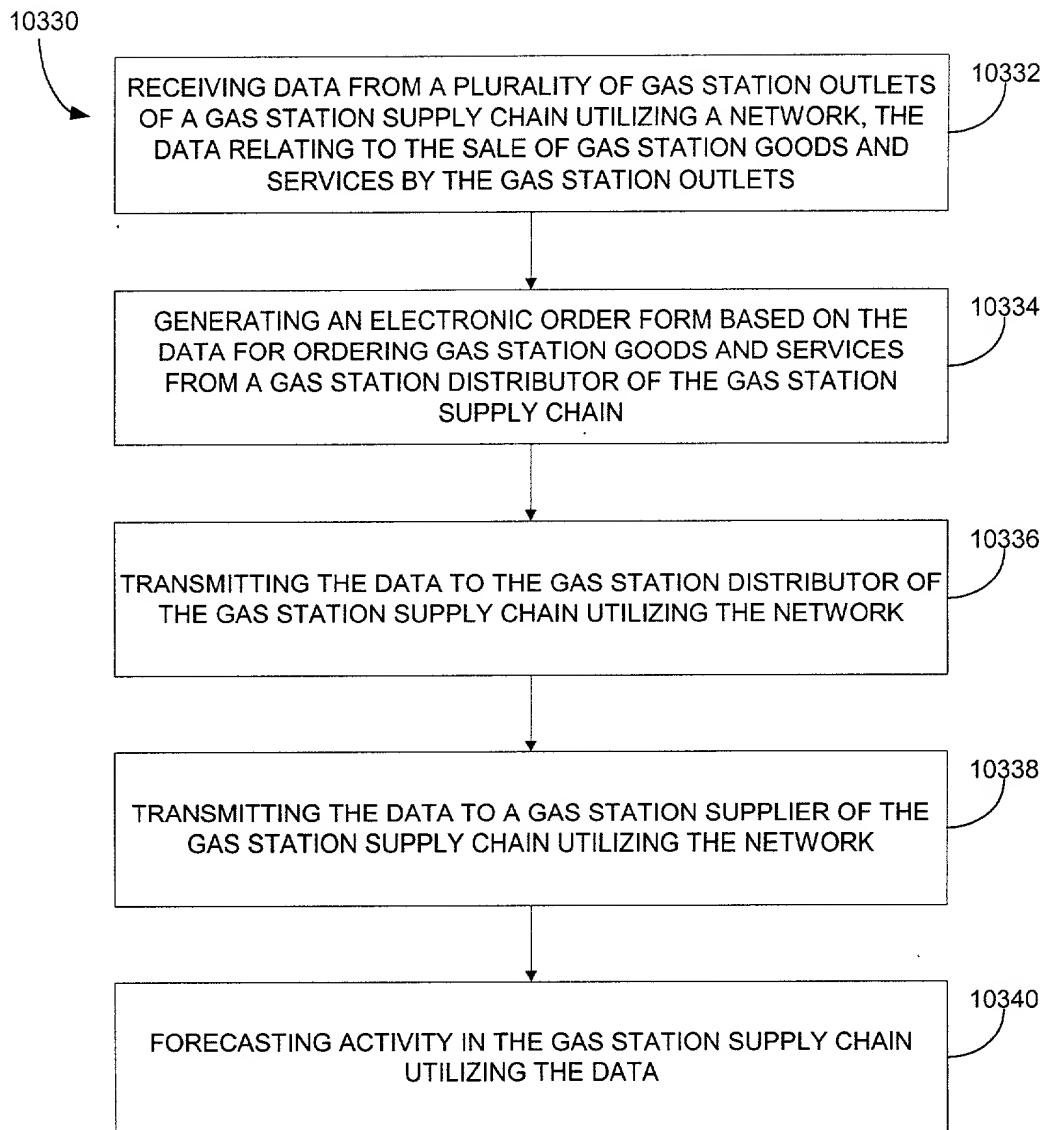
TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

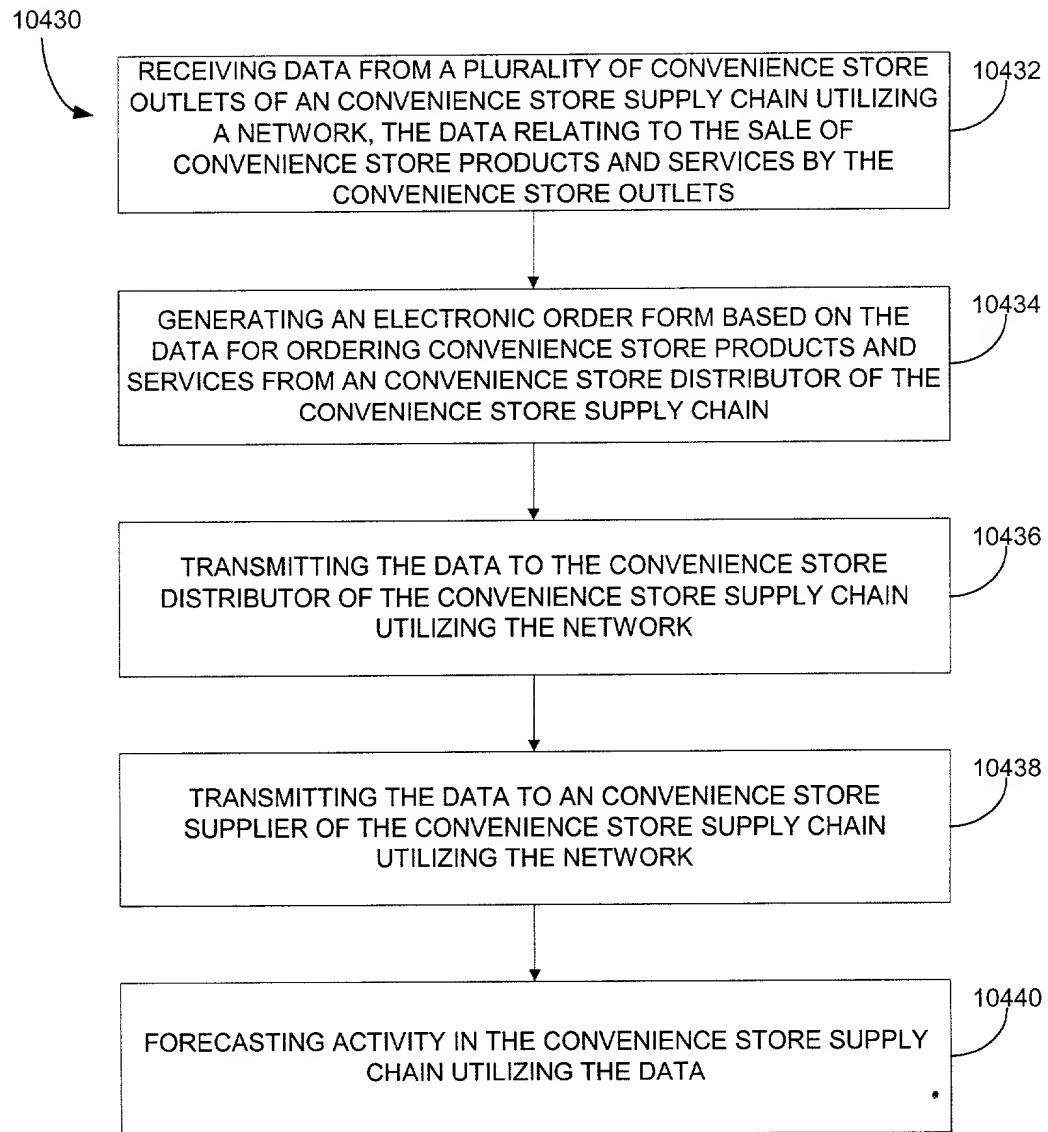
FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN UTILIZING THE DATA

10270

**FIG. 102B**



**FIG. 103**



**FIG. 104A**

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

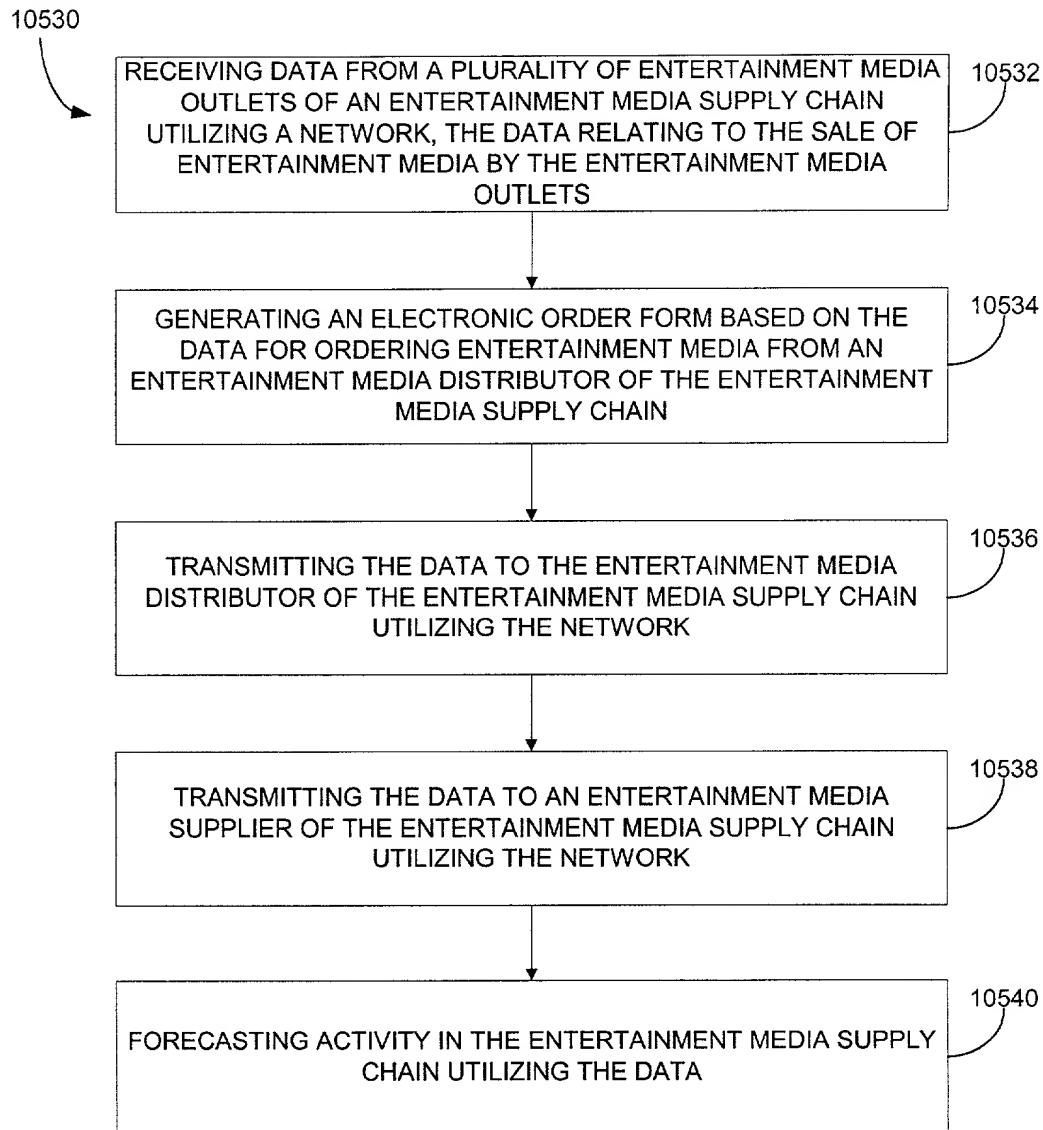
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR OF THE TOY SUPPLY CHAIN

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

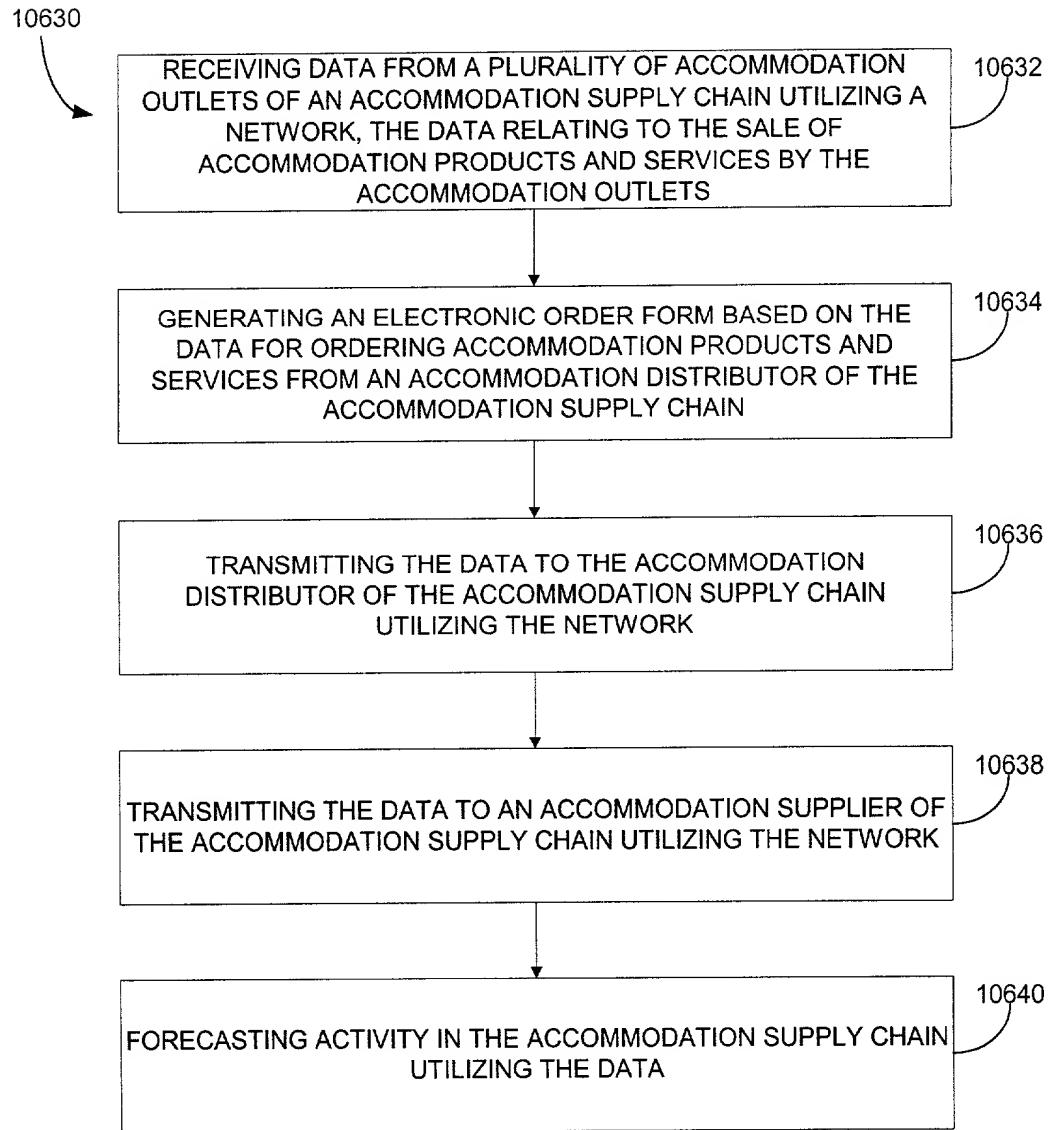
TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN UTILIZING THE DATA

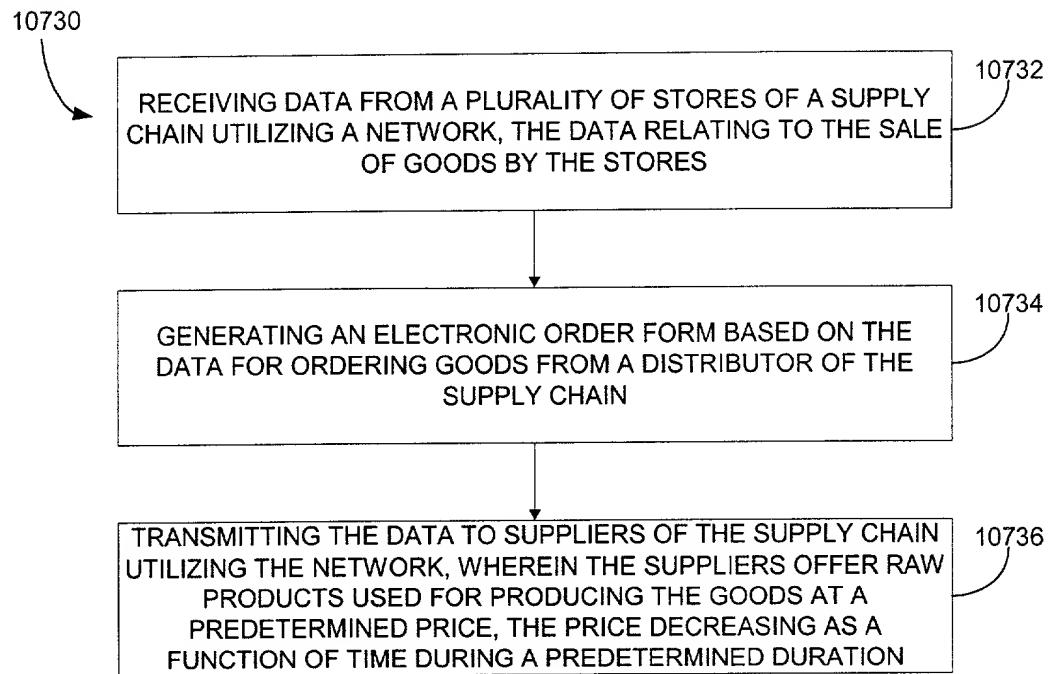
**FIG. 104B**



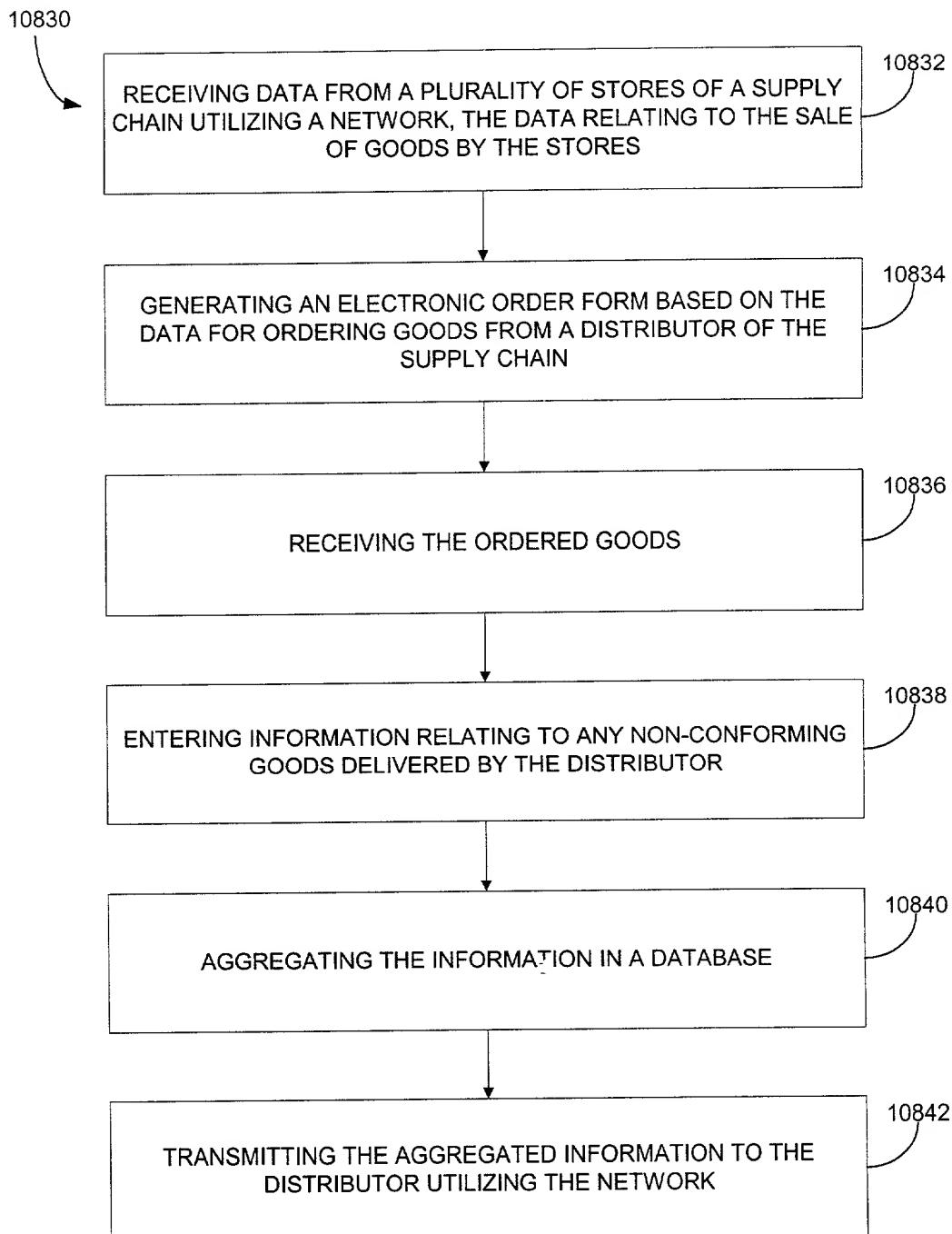
**FIG. 105**



**FIG. 106**



**FIG. 107**



**FIG. 108**

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

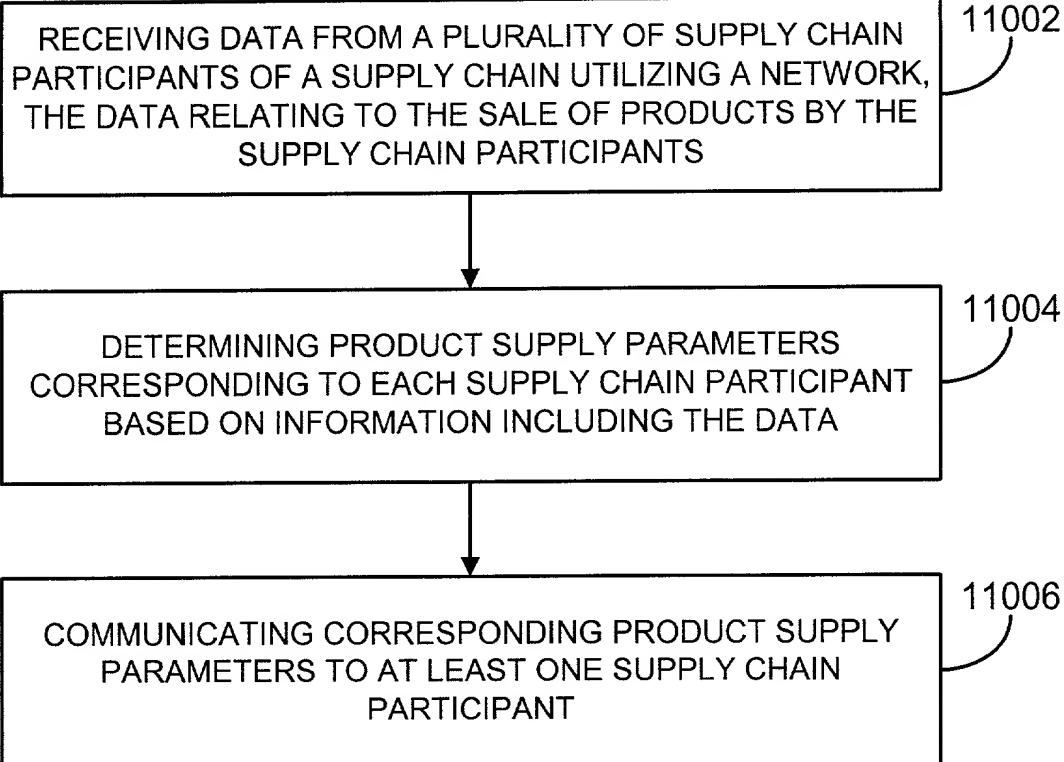
10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

**FIG. 109**

11000



**FIG. 110**

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

**FIG. 111**

11200

SELECTING ONE OF A PLURALITY OF CONTRACTS

TRANSMITTING THE SELECTED CONTRACT TEMPLATE TO A  
SUPPLY CHAIN PARTICIPANT

RECEIVING DATA FROM SUPPLY CHAIN PARTICIPANTS  
UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

ENFORCING THE CONTRACT TEMPLATES IN ACCORDANCE  
WITH THE DATA



11202

11204

11206

11208

**FIG. 112**

11300

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

ASSIGNING DISTRIBUTION MANAGEMENT RIGHTS TO A SUPPLY CHAIN MANAGER

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

MANAGING THE USE OF THE DATA DURING THE DISTRIBUTION OF PRODUCTS TO THE OUTLETS BY THE DISTRIBUTORS, WHEREIN THE MANAGING IS HANDLED BY THE SUPPLY CHAIN MANAGER

11302

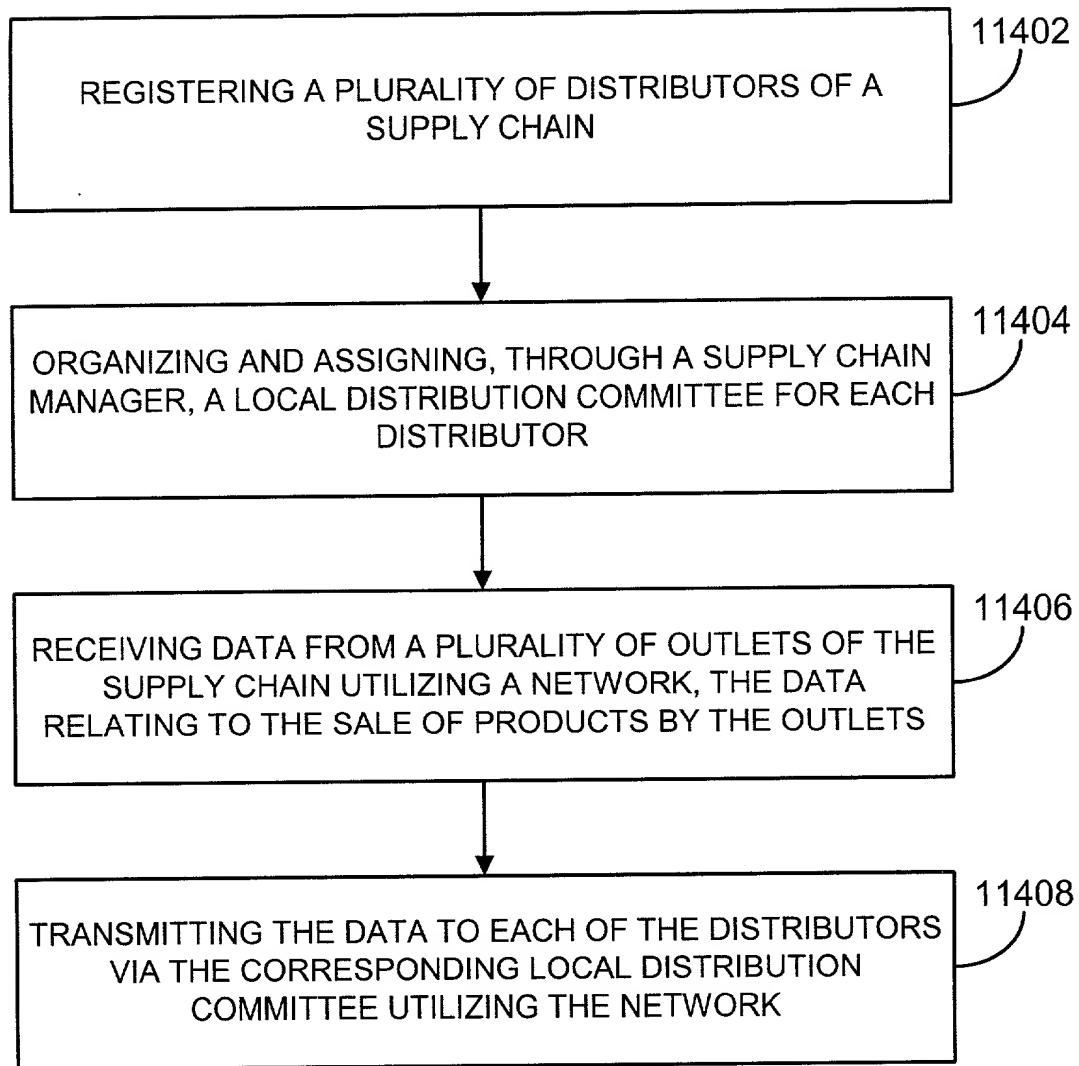
11304

11306

11308

**FIG. 113**

11400



**FIG. 114**

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

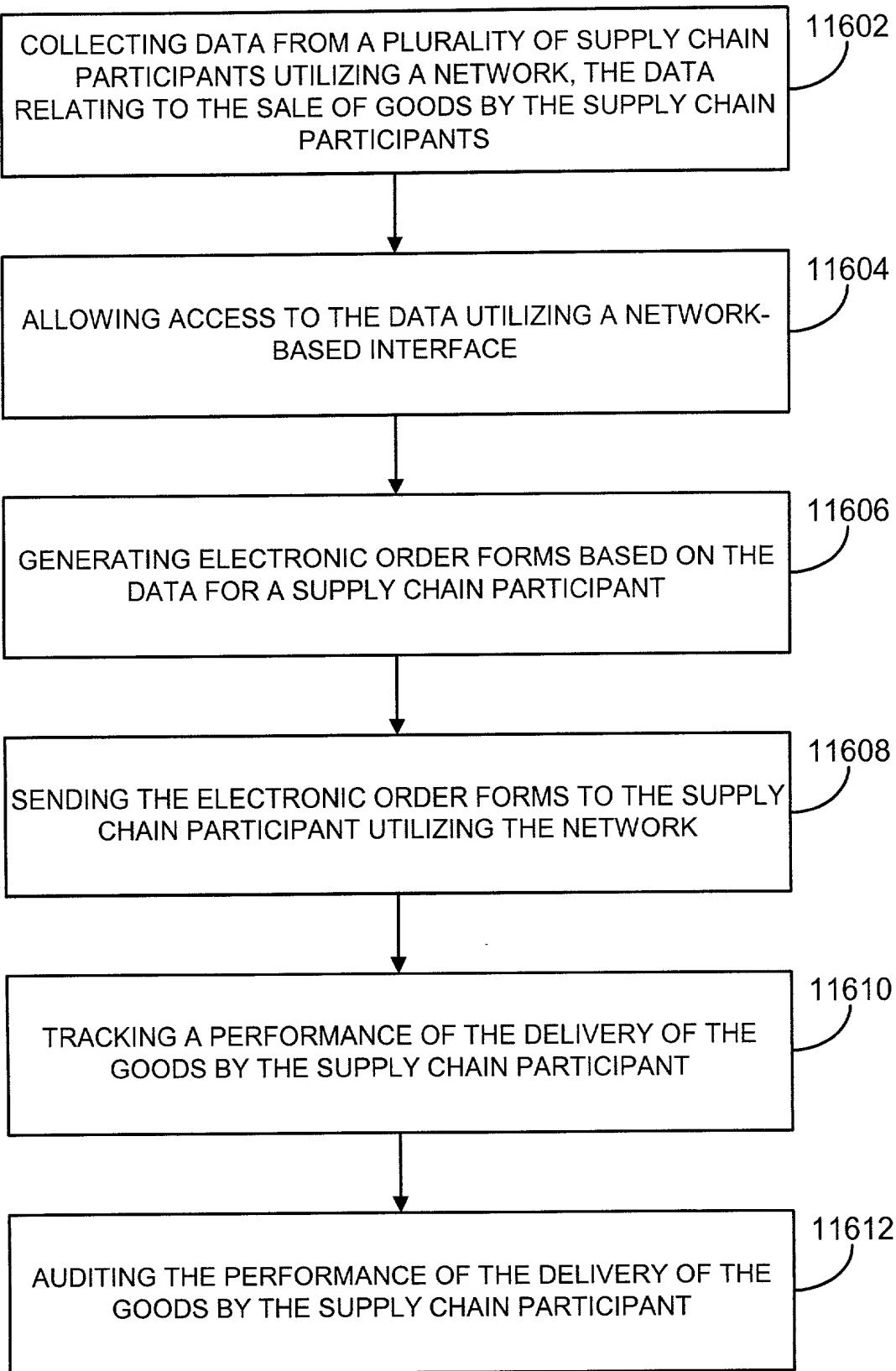
RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

**FIG. 115**

11600



**FIG. 116**

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE OUTLETS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

PROCESSING THE DATA

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED OVER THE NETWORK

11702

11704

11706

11708

**FIG. 117**

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A PREDETERMINED PRODUCT

ORDERING THE PREDETERMINED PRODUCT FROM THE SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE INVOICE REFLECTS A SECOND PRICE FOR THE PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM THE FIRST PRICE

11802

11804

11806

11808

**FIG. 118**

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11902

11904

11906

11908

**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12102

12104

12106

**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12204

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12206

**FIG. 122**

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

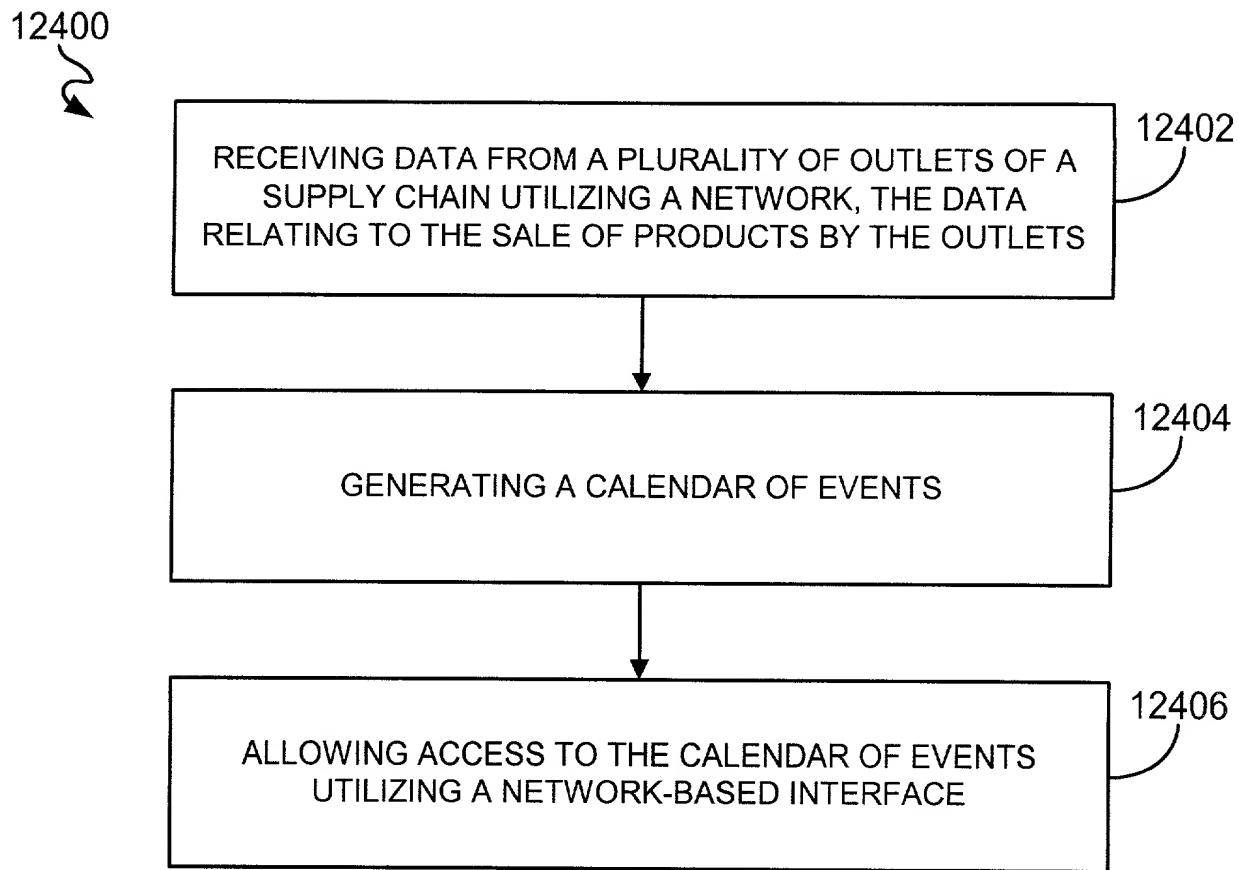
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

12306

**FIG. 123**



**FIG. 124**

12500

12502

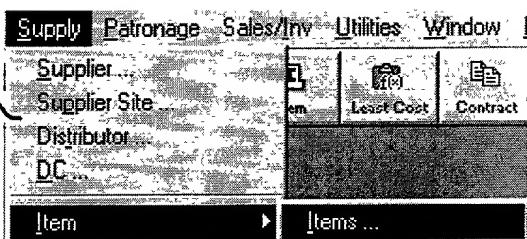


FIG. 125

12600

12602



FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code:

Item Rank:

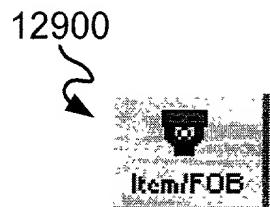
FIG. 127

12800

### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**



**FIG. 129**

13000

12900

<b>Supplier Item Desc:</b>	<b>Item No:</b>
<b>Current:</b> <input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>
<b>Items per Case:</b> 5000	<b>High Qty:</b>
<b>Innerpack Contents:</b> 5/1000	<b>Cases Per Pallet:</b>
<b>Item Size:</b>	<b>Stacking Allowed:</b>
<b>Case Length:</b>	<b>Universal Product Code:</b>
<b>Case Width:</b>	<b>Cases Per Truckload:</b> 1350
<b>Case Depth:</b>	<b>Net Weight:</b> 39.00
<b>Case Dimension U/M:</b> INCHES	<b>Gross Weight:</b> 39.00
<b>Item Cube:</b> 0.95 CUBIC FEET	<b>Weight U/M:</b> POUND(S)
<b>Item Shelf Life:</b>	<b>BarCode:</b>

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier**

**FIG. 130**

13100

Site Information      Site Id: 17355      Site Role: *FOB Shipping Point*

**Site Name:** TYSON FOODS - NEW HOLLAND, PA

13102

**FIG. 131**

13200

Site Information      Site Id: 16      FOB Shipping Point

**Name:** AMERISERVE-FARMINGDALE, NY

**Status:** Active

Railroad Name:   
Rail Sidings:

**FIG. 132**

13300

DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL  
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE  
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER  
SITES BEING DETERMINED BASED ON THE DEFINITION OF  
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE  
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER  
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER  
SITE FOR DISTRIBUTION OF THE ITEMS

13306

**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final: 1

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**

13800

13900

**FIG. 138**

Min Ord'r	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

**FIG. 139**

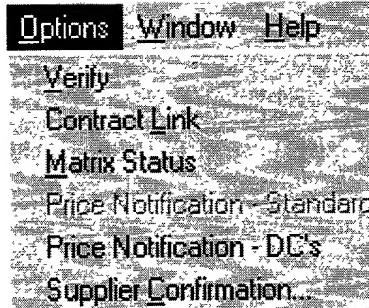
14000

14200

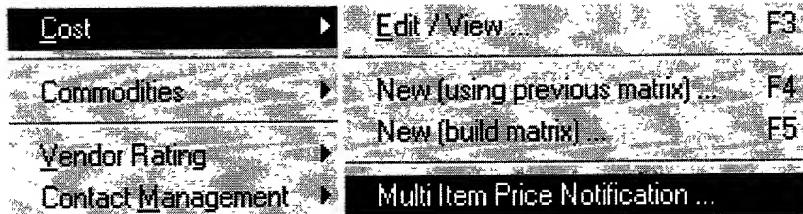
Carrier	Stated Vol.
Truck	83,600
Truck	215,040

**FIG. 140****FIG. 142**

14100

**FIG. 141**

14300

**FIG. 143**

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED  
UTILIZING A GRAPHICAL USER INTERFACE

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING  
THE GRAPHICAL USER INTERFACE

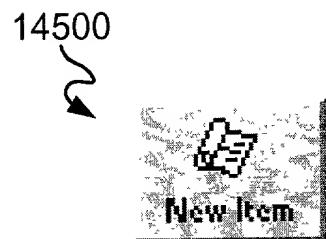
DETERMINING A TIME FRAME DURING WHICH THE COST  
MODEL IS VALID UTILIZING THE GRAPHICAL USER  
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A  
CONTRACT COST, AN INVOICE COST, AND A LANDED COST  
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14402

14404

14406

**FIG. 144**



**FIG. 145**

14600

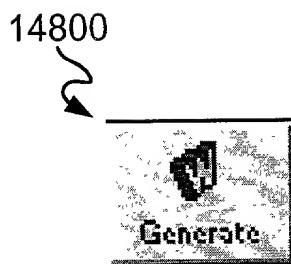
Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh  
Current Buyer Name: Chris Stanton

**FIG. 146**

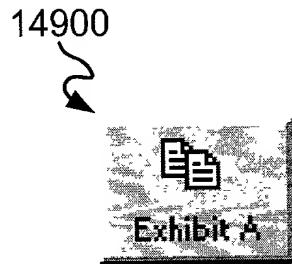
14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

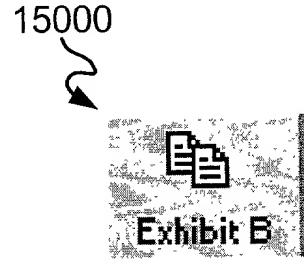
**FIG. 147**



**FIG. 148**



**FIG. 149**



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF-77%	8/1/98	2/24/08	No Date
BEEF-WHOPPER 4.0 OZ	8/1/98	2/24/08	No Date
BEEF-WHOPPER JR. 2.8 OZ	8/1/98	2/24/08	No Date

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

**FIG. 154**

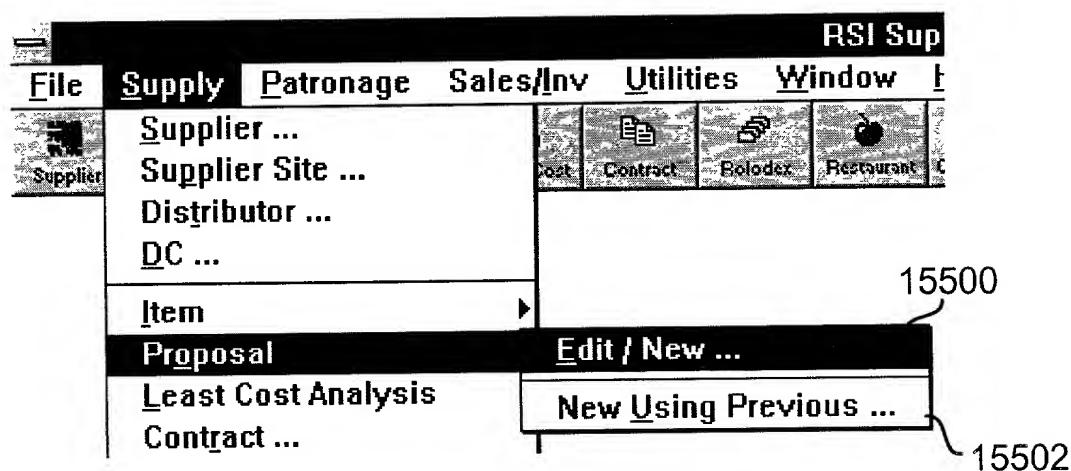


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021 **Proposal Due Date:** 06/12/97

**Proposal Name:** Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

**Buyer Name:** Dennis Clabby **Contract End Date:** 06/30/98

**Actions**

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

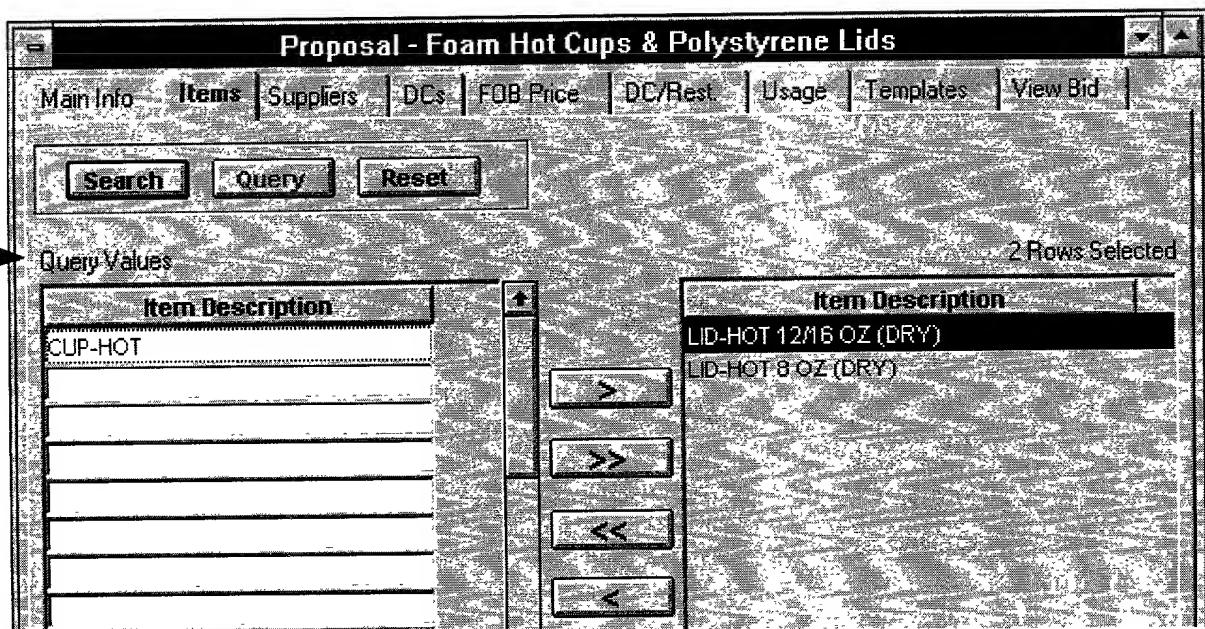
**FIG. 156**

15700



**FIG. 157**

15800



**FIG. 158**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search | Query | Reset

6 Rows Found | 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY
	15902
	>>
	15904
	>>
	<<
	15906
	<<
	15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

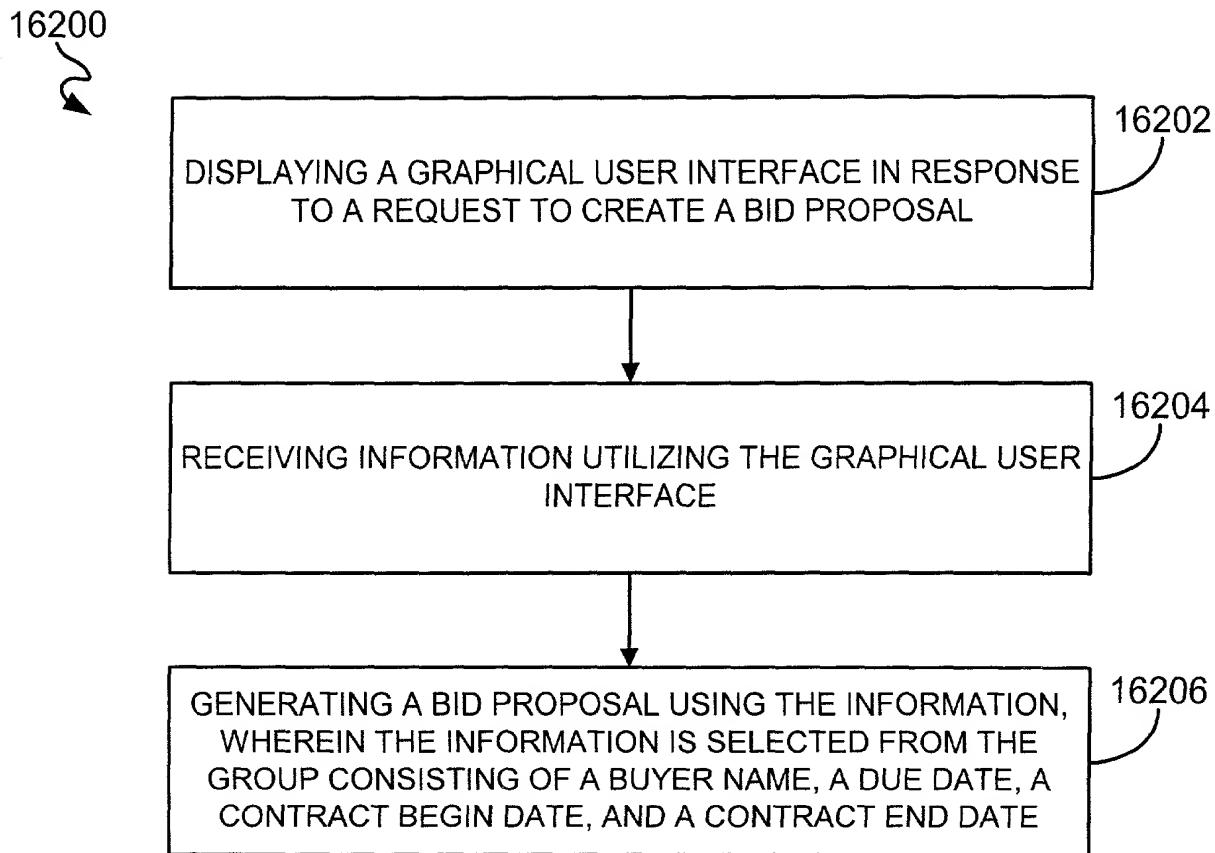
16100

Item	Growth %	Gross Wgt.	Item-Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

**FIG. 161**



**FIG. 162**



**FIG. 163**

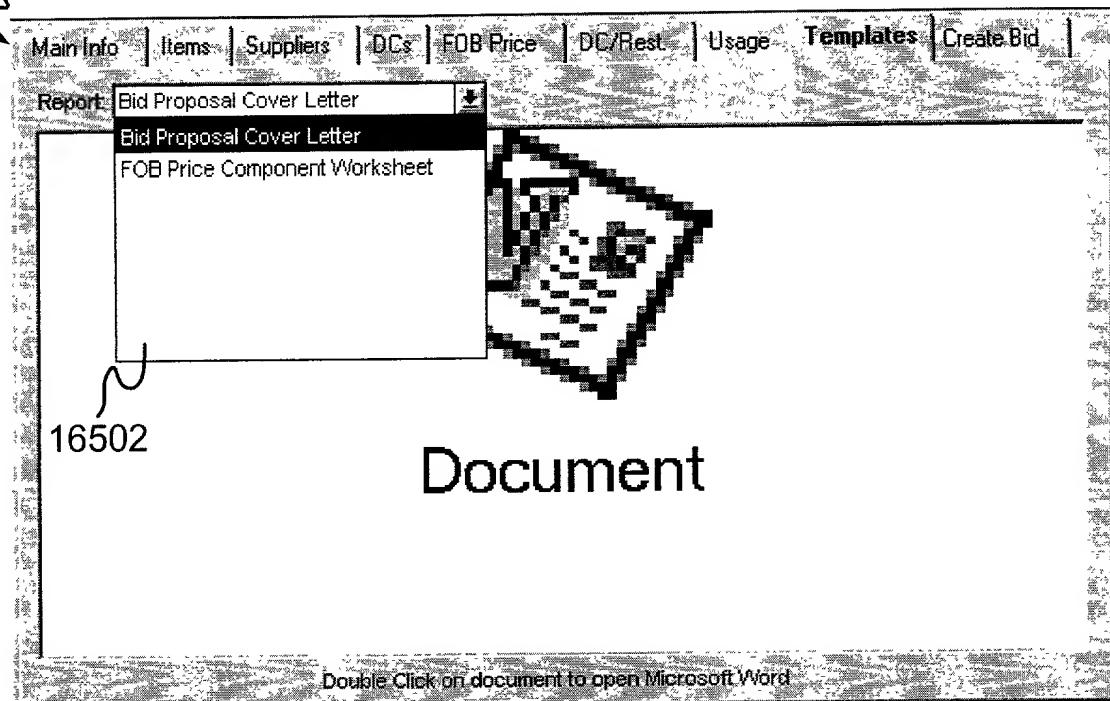
16400

The image shows a software interface with a dark header. Below the header, there is a list of ten items, each with a small icon to its left. The items are: Bid Proposal Cover Letter, General Terms and Conditions, Usage Estimates, Supplier Facility Worksheets, Item Information Worksheets, Sample Supply Agreement, BK Specification Request, FOB Price Component, Truckload Freight Worksheet, and LTL Freight Worksheet. To the right of the list are three columns: 'Supply' (containing mostly 'Y' or 'N' marks), 'MS' (containing mostly 'Y' or 'N' marks), and 'Editable Word' (containing mostly 'Y' or 'N' marks). A black curved arrow points from the text '16400' to the 'Bid Proposal Cover Letter' item.

	Supply	MS	Editable Word
Bid Proposal Cover Letter	Y	Y	Y
General Terms and Conditions	Y	Y	N
Usage Estimates	Y	Y	N
Supplier Facility Worksheets	Y	Y	N
Item Information Worksheets	Y	Y	N
Sample Supply Agreement	Y	Y	N
BK Specification Request	Y	Y	N
FOB Price Component	Y	Y	Y
Truckload Freight Worksheet	Y	Y	N
LTL Freight Worksheet	Y	Y	N

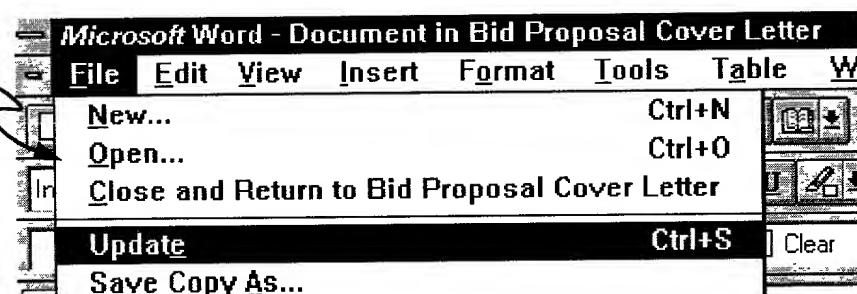
**FIG. 164**

16500



**FIG. 165**

16600



**FIG. 166**

16700

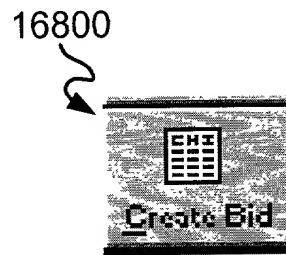
Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

**Bid Proposal Sent**

**Bid Proposal Will Include Checked Documents**

<b>General</b>		<b>Cost</b>	
<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>	<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>	<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>	<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>	<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary			
Truckload Freight Worksheet LTL Freight Worksheet			

**FIG. 167**



**FIG. 168**

16900

Report: Item Information Worksheet

7/2/97

Supplier: (all)

**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY

DS

Item Information Worksheet

Bid Proposal Cover Letter

FOB Price Component Worksheet

General Terms & Conditions

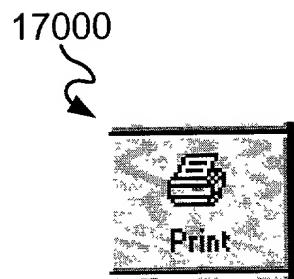
Item Information Worksheet

LTL Freight Worksheet

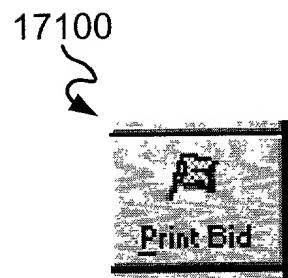
Sample Supply Agreement

Supplier Facility Worksheet

**FIG. 169**



**FIG. 170**



**FIG. 171**

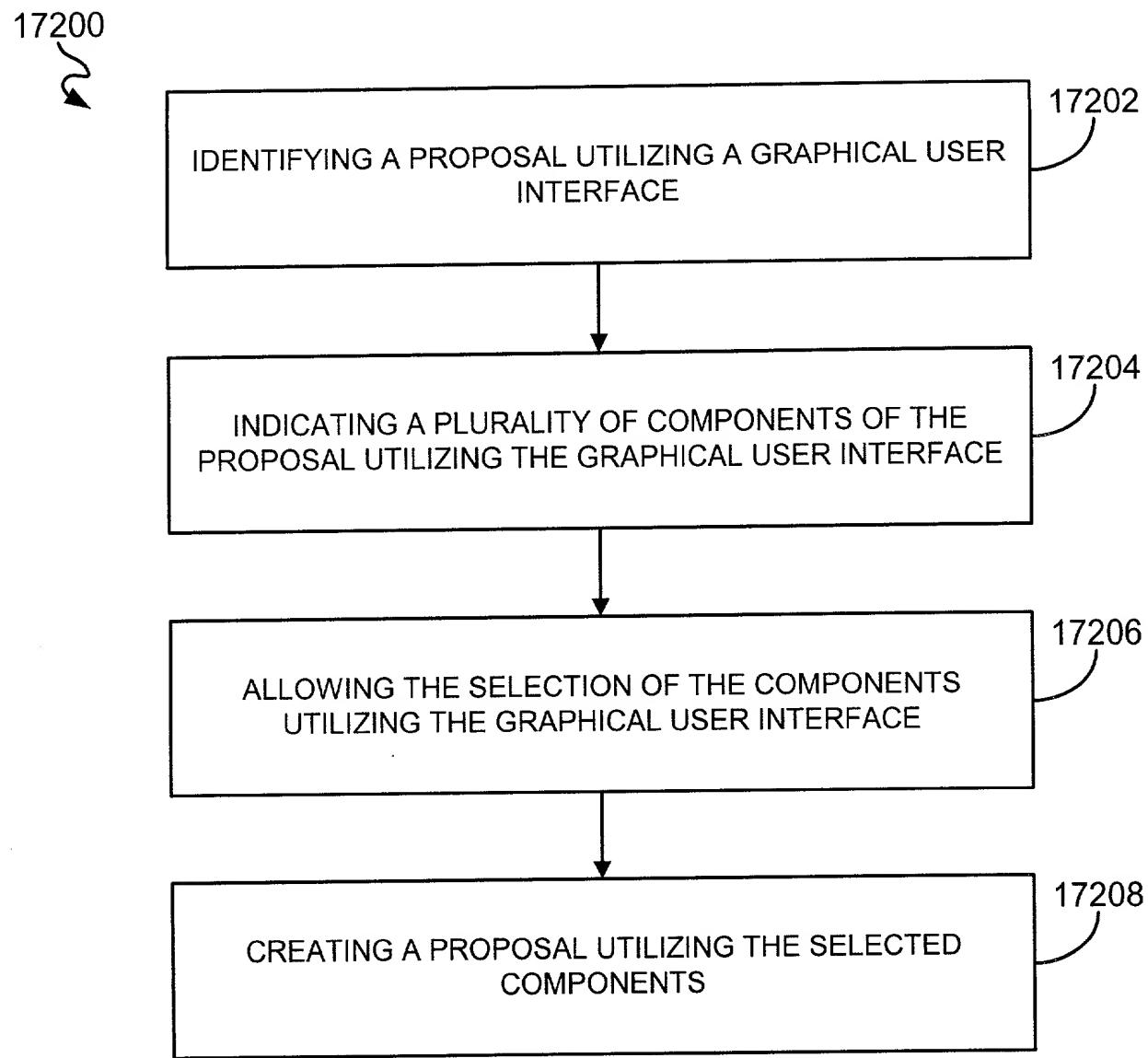
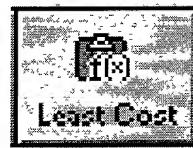


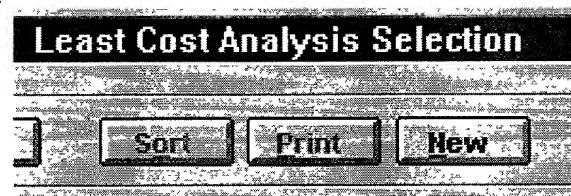
FIG. 172

17300



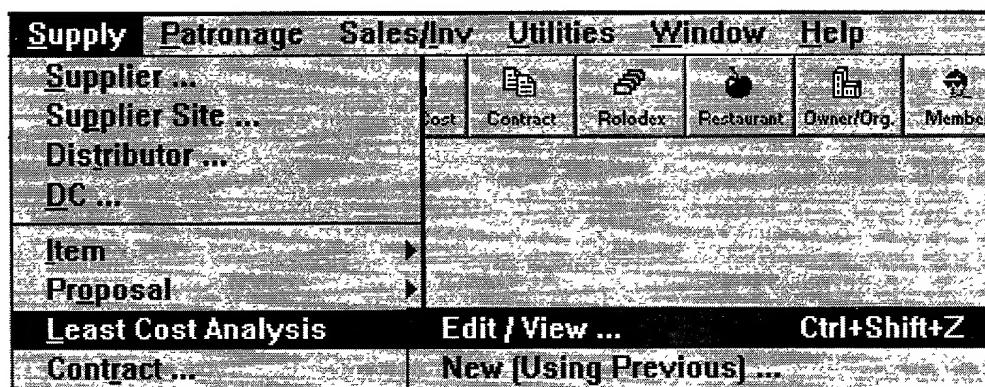
**FIG. 173**

17400



**FIG. 174**

17500



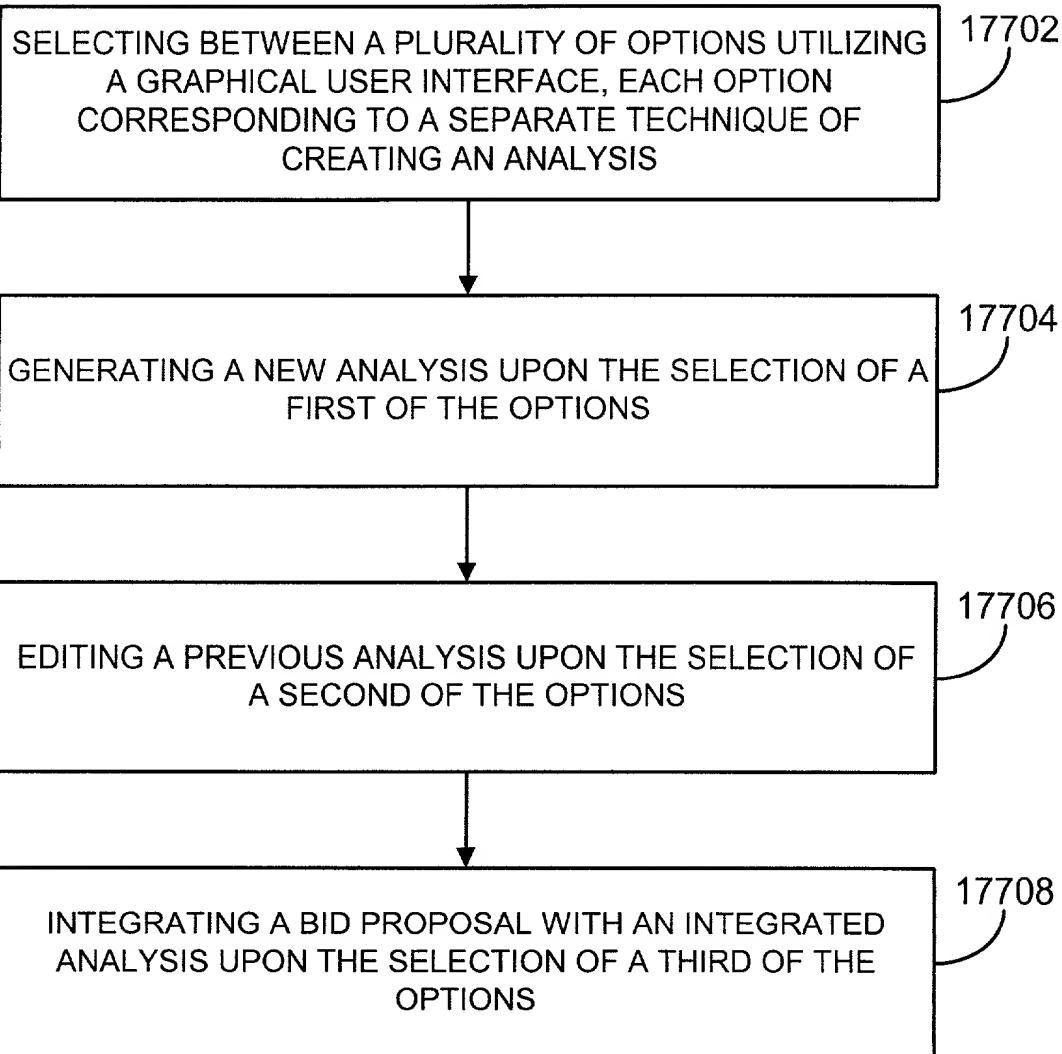
**FIG. 175**

<b>Bid Proposal Name:</b>	(None)
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600

**FIG. 176**

17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

FIG. 178

17900

Version ( 1 ) of ( 9 ) Base Version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 04 PM

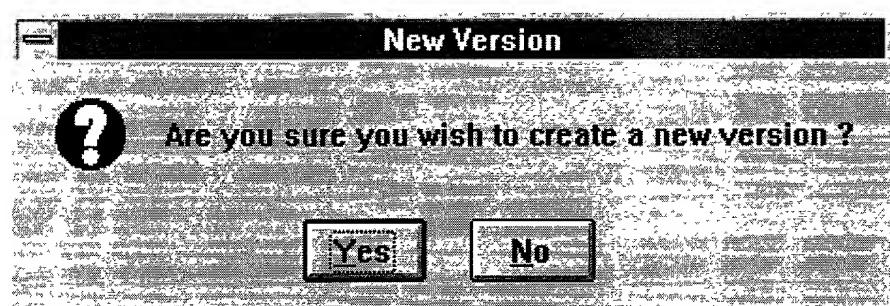
FIG. 179

18000



**FIG. 180**

18100



**FIG. 181**

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

**FIG. 182**

18300

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTON, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

**FIG. 183**

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**

18500

DISPLAYING A GRAPHICAL USER INTERFACE INDICATING A PLURALITY OF ITEMS

ALLOWING THE SELECTION OF ONE OF THE ITEMS UTILIZING THE GRAPHICAL USER INTERFACE

DEPICTING A SUPPLIER ASSOCIATED WITH THE ITEM IN RESPONSE TO THE SELECTION

ALLOWING A PLURALITY OF PARAMETERS OF THE SUPPLIER TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE

18502

18504

18506

18508

**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory:	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U.M. INCHES		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND, WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS, ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

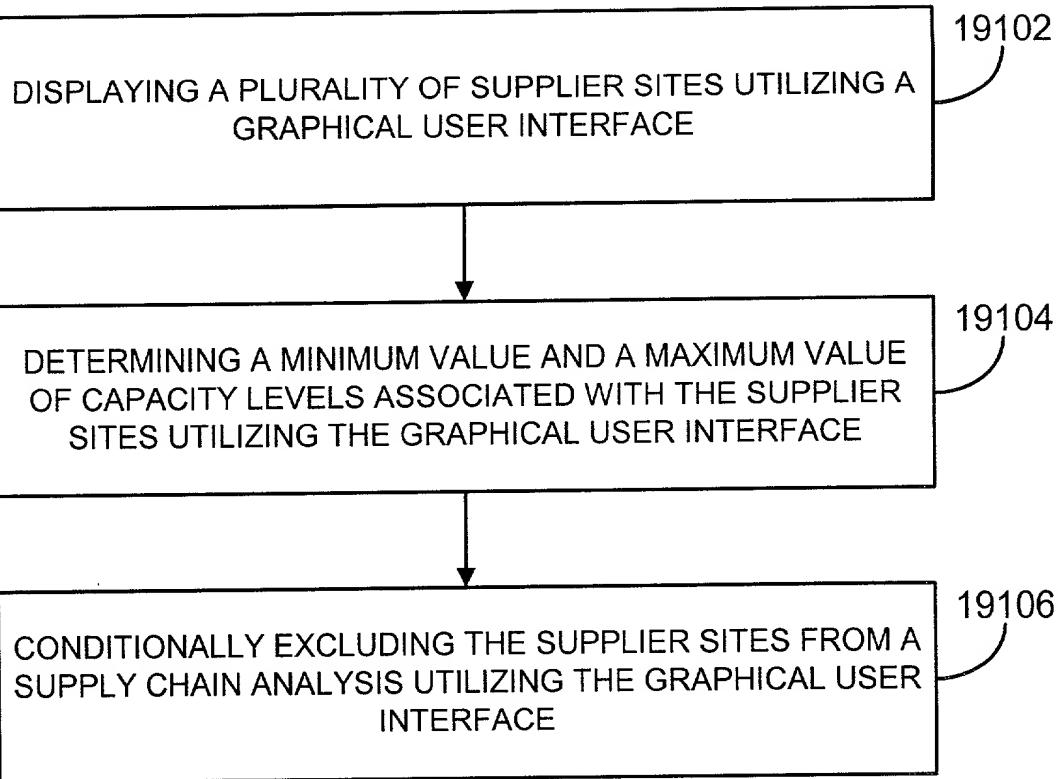
Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100



**FIG. 191**

19200



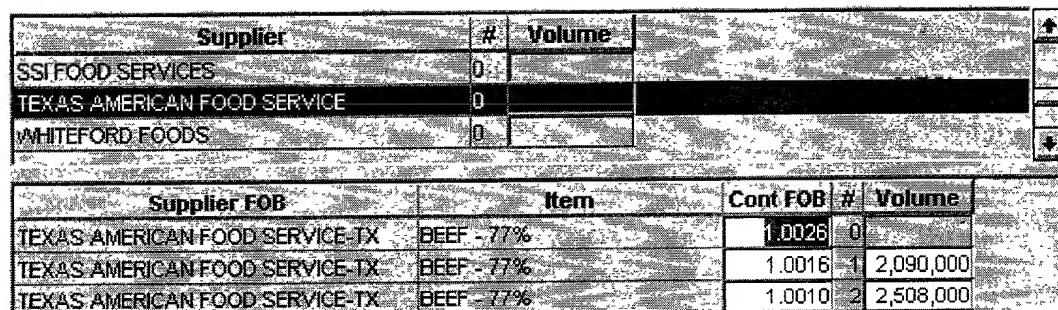
Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

**FIG. 192**

19300



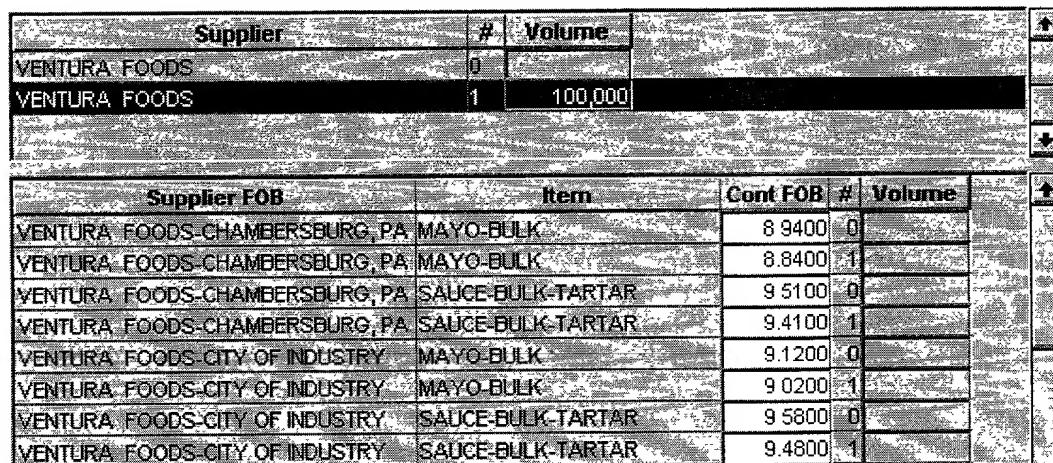
Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

**FIG. 193**

19400



Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

**FIG. 194**

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

**FIG. 196**

19700

Total Rest. Growth Amount: 5.00% ~ 19702

Usage Period: 09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	30
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item: CHICKEN-PATTY Item Growth %: 0.00 Usage Period: 09/01/97 to 08/31/98

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Usage
AMER-OMAMA	44,036	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN  
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING  
THE GRAPHICAL USER INTERFACE

19904

CALCULATING A PROJECTED PARAMETER AMOUNT  
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS  
BASED ON THE GROWTH VALUE

19906

**FIG. 199**

20000

Supplier FOB	Address	NB	E1A6X4
CAVENDISH FARMS	Dieppe	NR	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	QR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction	Honor	TL Rate
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		
AMERISERVEPOST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		
AMERISERVEPOST-SALT LAKE UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded		

20002

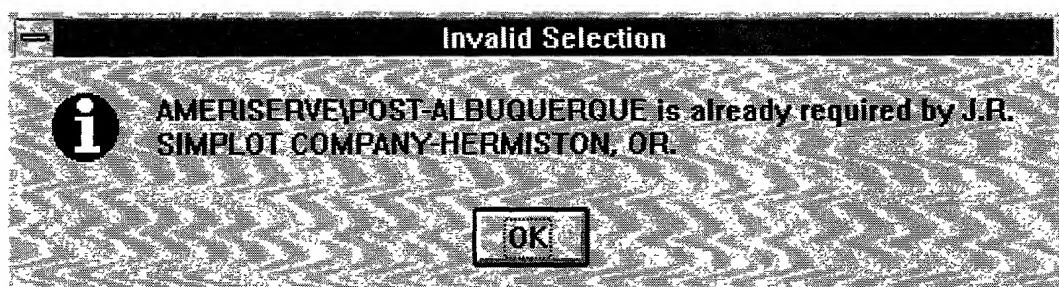
**FIG. 200**

20100

Supplier FOB	Address	NB	E1A6X4
CAVENDISH FARMS	Dieppe	NR	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	QR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction	Honor	TL Rate
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded		
AMERISERVEPOST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded		

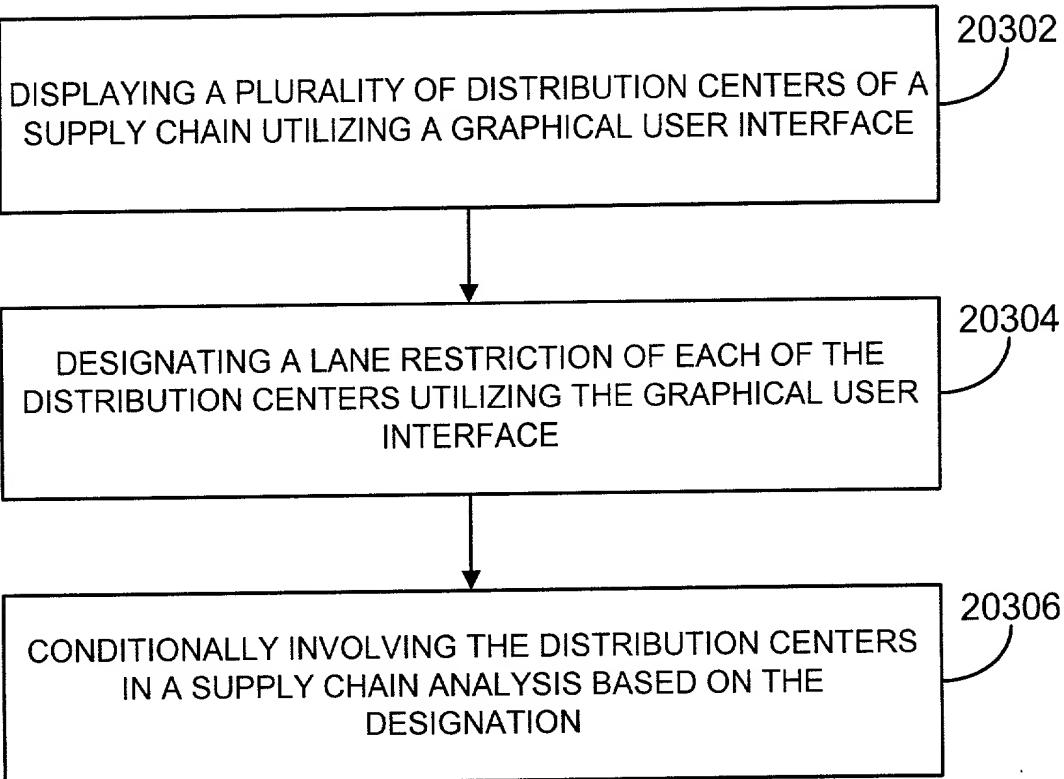
**FIG. 201**

20200



**FIG. 202**

20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Truckload Freight	Lane Distance	
AMERISERVE/POST-ALBUQUERQUE		1,617		
AMERISERVE/POST-DENVER		1,277		
AMERISERVE/POST-SALT LAKE UT		691		

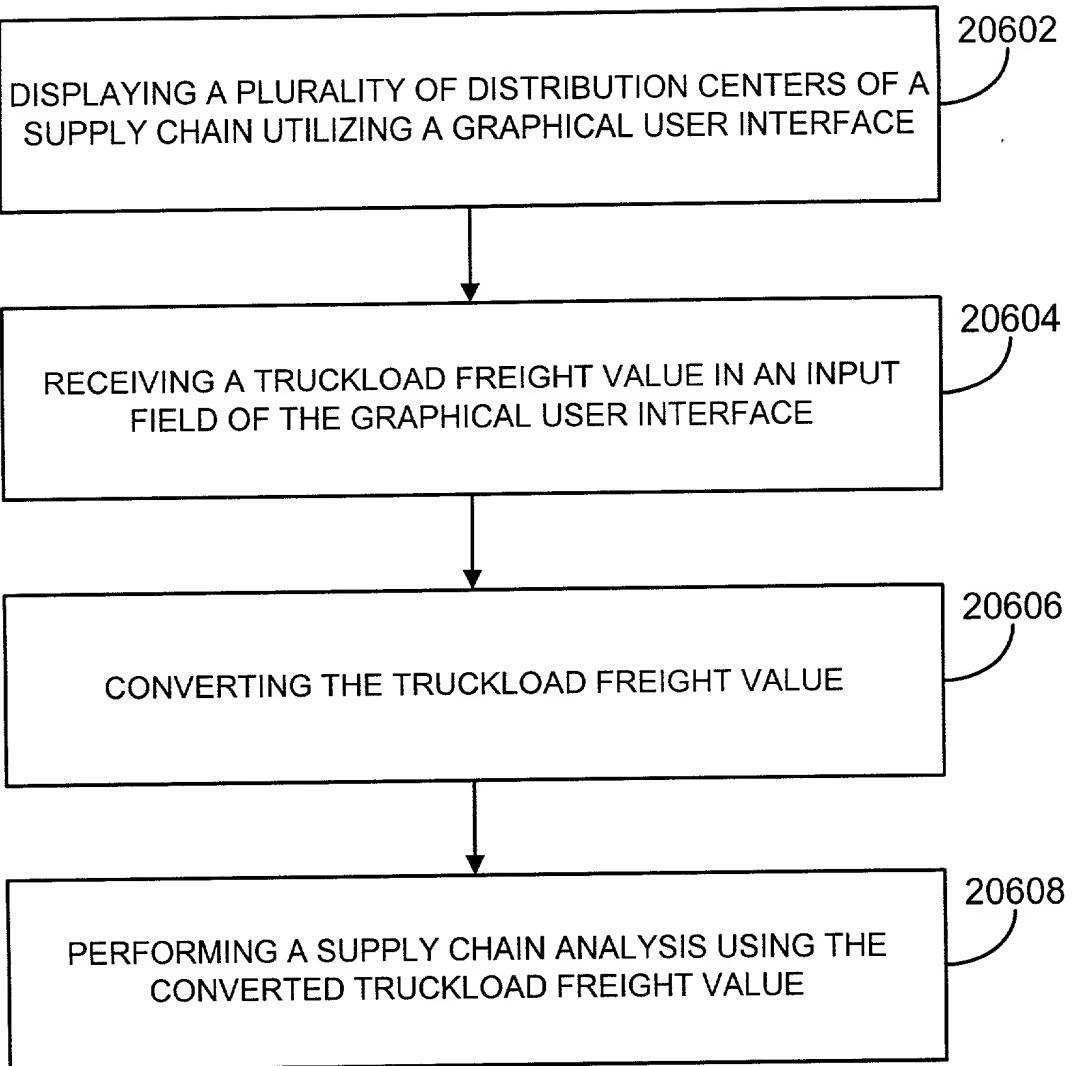
FIG. 204

20500

Supplier FOB		Address		
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904	
TYSON FOODS-GREEN FOREST AR	Green Forest	AR	72638	
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801	
Distribution Center		Weight Minimum	LTL	20,000 LBS
PS-ATLANTA	15,000			1.10
PS-BURLINGTON	15,000	400 00		1.20

FIG. 205

20600



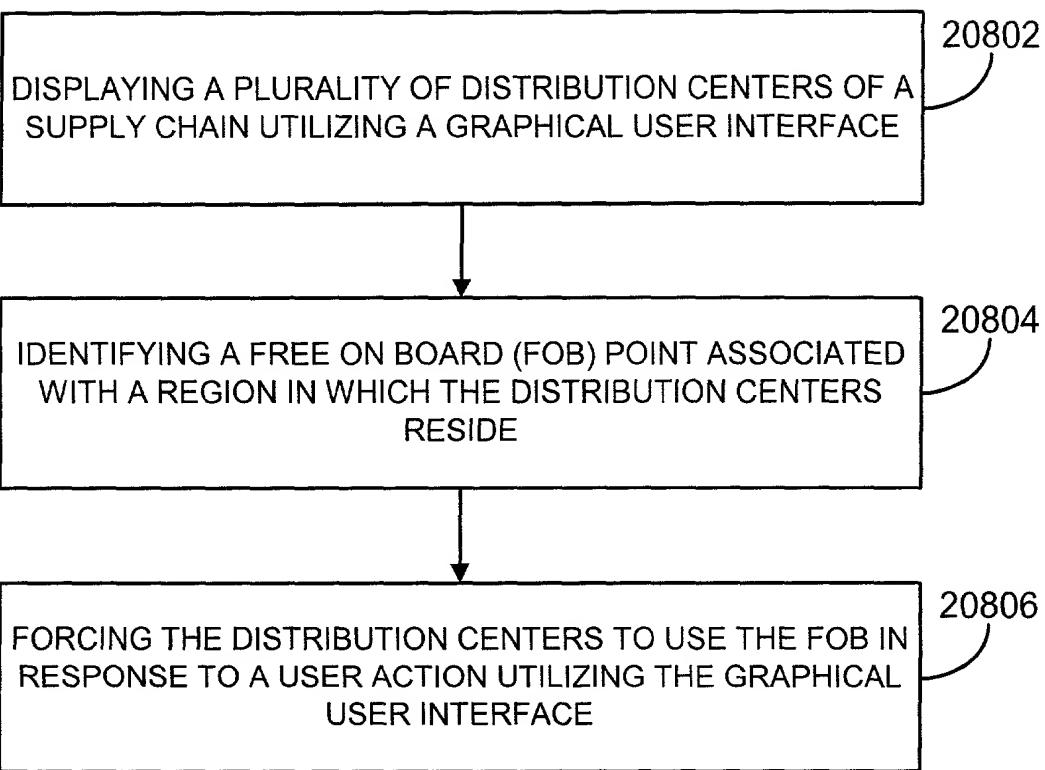
**FIG. 206**

20700

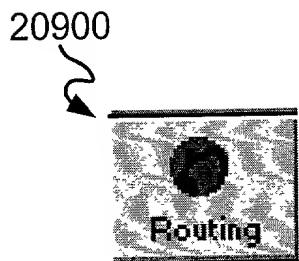
<b>Analysis Region</b> MCCABE-PORTLAND/RMW-ANCHORAGE	<b>Force FOB</b> <input type="radio"/> Yes <input checked="" type="radio"/> No
<b>Distribution Center Name</b> MCCABE QUALITY FOODS-PORTLAND RESTAURANTS RMW-ANCHORAGE	<b>Site Role</b> Corporate & FOB Point Corporate & FOB Point

**FIG. 207**

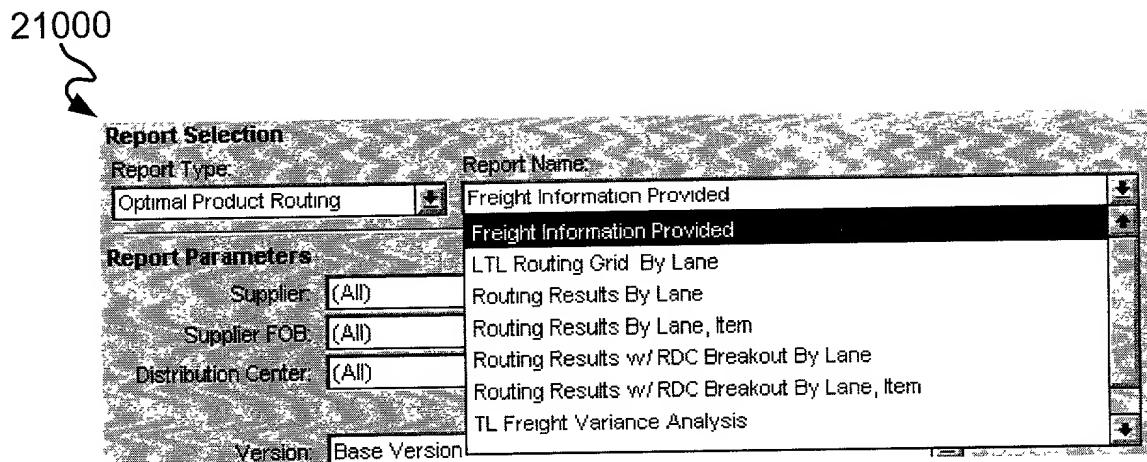
20800



**FIG. 208**



**FIG. 209**



**FIG. 210**

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

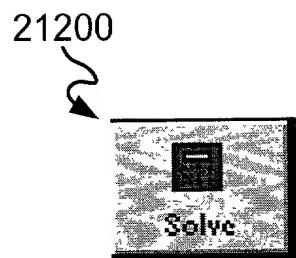
DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

21104

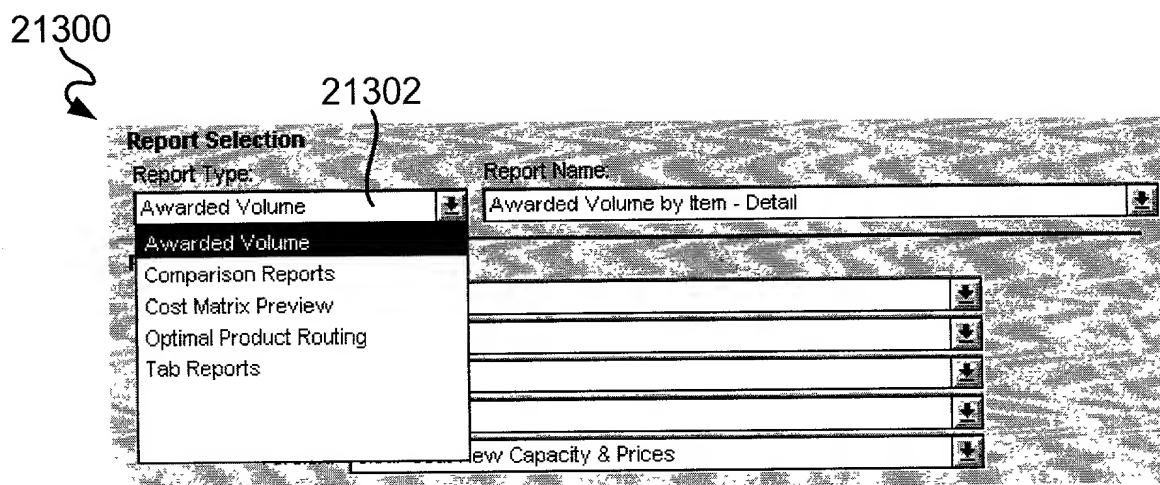
PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

21106

**FIG. 211**



**FIG. 212**



**FIG. 213**

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

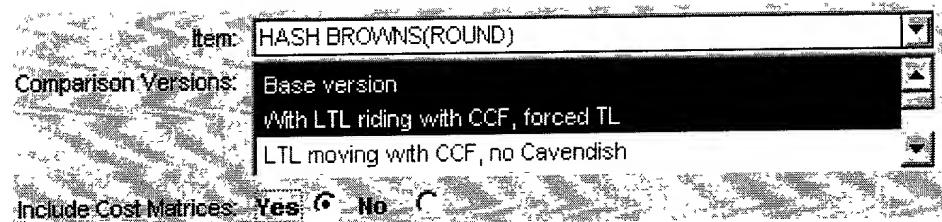


FIG. 218

21900



FIG. 219

22000

SELECTING A PLURALITY OF SUPPLY CHAIN ANALYSES

LOCATING RESULTS OF THE SELECTED SUPPLY CHAIN ANALYSES

COMPARING THE RESULTS OF THE SUPPLY CHAIN ANALYSES

GENERATING A REPORT ON THE COMPARISON

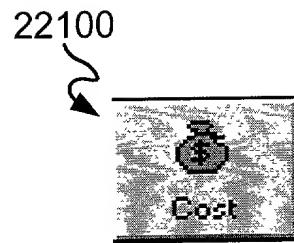
22002

22004

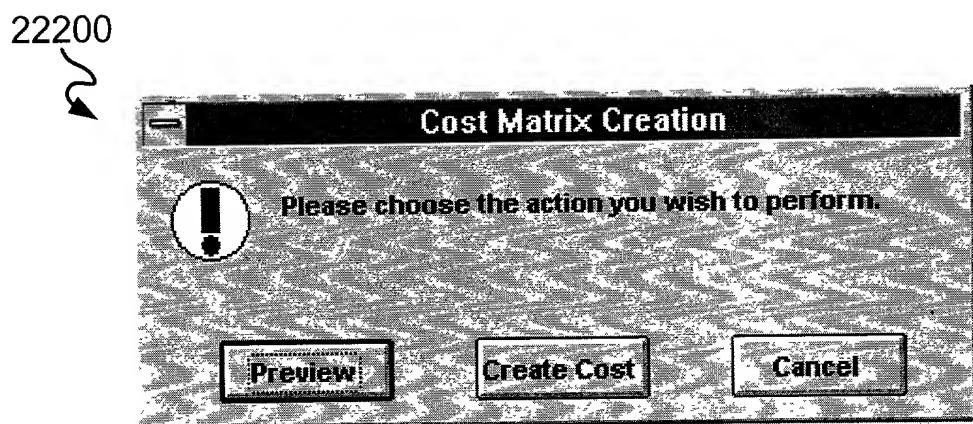
22006

22008

**FIG. 220**



**FIG. 221**



**FIG. 222**

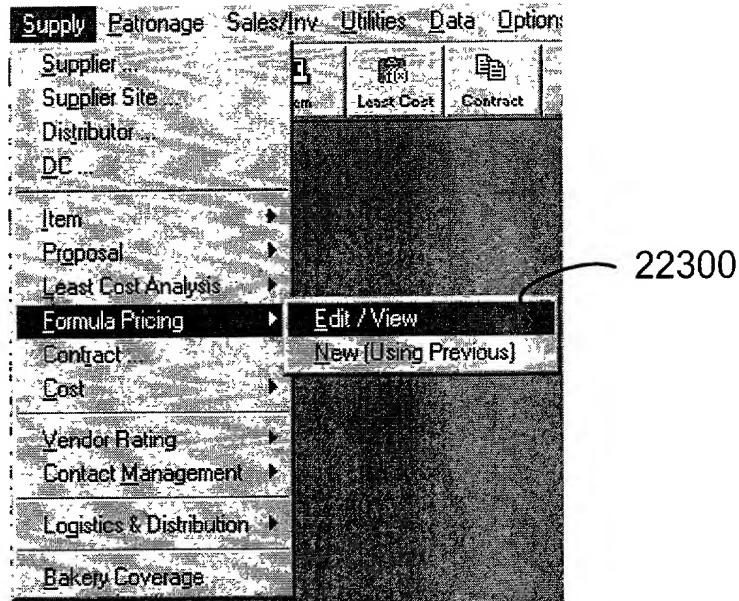


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID:	12				
Description:	Beef Pricing 04/06/01				
Item:	BEEF - 77%				
Raw Material Pricing Date:	04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:	03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:	0.0000				

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN YW	FRSH DOM 90% LEAN BL	IMP AUS	Lean Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8600	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8650	0.9155	0.8945	0.9190	0.9275	0.9855	1.0000	1.2500	1.3000	0.9600	0.9500	-1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	-0.7998
03/31/98	0.8660	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0890	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

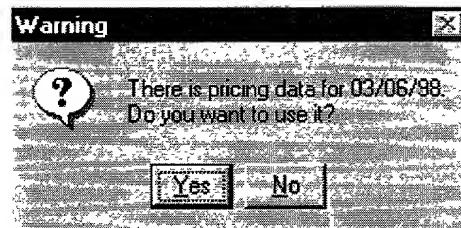


FIG. 226

22700

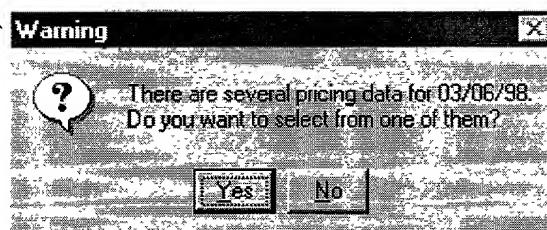


FIG. 227

22800

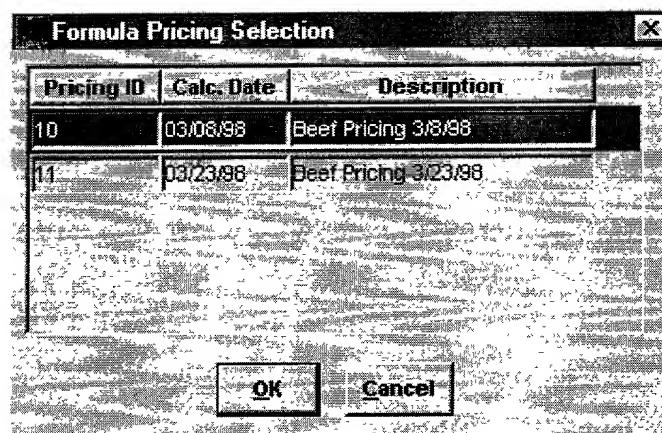


FIG. 228

22900

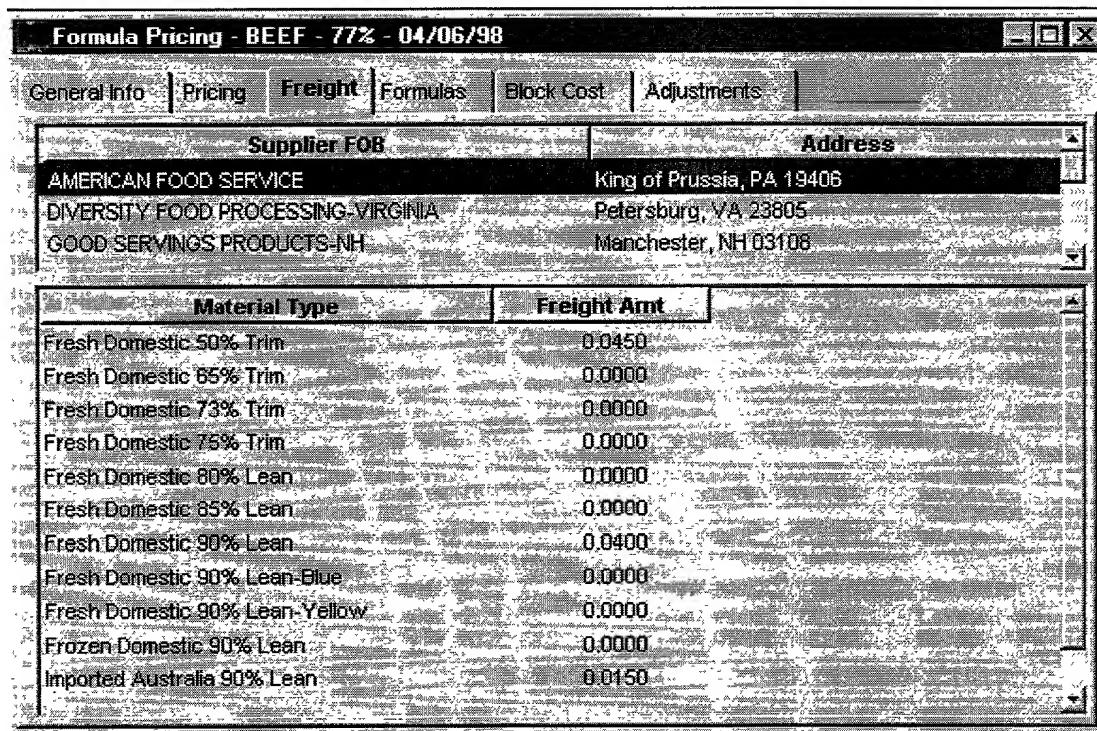


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments					
Formula		Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total	
AFS-1		0.3120	0.2671							0.1680	0.2134	0.4000	0.3824	0.1000	0.0911 <b>0.9840</b>
DIV-1		0.1400	0.1295	0.2000	0.1949	0.1400	0.1388			0.2000	0.2190	0.3200	0.3439		<b>0.9941</b>
GS-1		0.3270	0.3042							0.1730	0.1972	0.3800	0.3549	0.1400	0.1303 <b>0.9866</b>
S&C-1		0.2414	0.2200					0.2179	0.2028	0.2153	0.2179	0.2386			<b>0.9721</b>
SER-1		0.3250	0.2926							0.1750	0.1951	0.3850	0.3571	0.1350	0.1226 <b>0.9684</b>
TEX-1		0.3090	0.2766							0.3410	0.3802	0.2500	0.2452	0.1000	<b>0.9896</b> <b>0.9916</b>
WH-1		0.3250	0.2958							0.1750	0.1969	0.3650	0.3608	0.1350	0.1230 <b>0.9765</b>
WIS-1		0.3325	0.2877							0.4675	0.5165	0.1000	0.0986	0.1000	0.0890 <b>1.0018</b>

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Formula		Raw Material Cost	Yield		Block Cost	Margin		FOB Price		Include?			
AFS-1		0.9840	0.99		\$0.9990	0.1232		\$1.1222		<input checked="" type="checkbox"/>			
DIV-1		0.9941	0.98		\$1.0123	0.1669		\$1.1792		<input checked="" type="checkbox"/>			
GS-1		0.9866	0.98		\$1.0037	0.1287		\$1.1324		<input checked="" type="checkbox"/>			
S&C-1		0.9721	1.00		\$0.9721	0.1457		\$1.1178		<input checked="" type="checkbox"/>			
SER-1		0.9684	0.99		\$0.9831	0.1325		\$1.1156		<input checked="" type="checkbox"/>			
TEX-1		0.9916	0.99		\$1.0057	0.1232		\$1.1299		<input checked="" type="checkbox"/>			
WH-1		0.9765	0.98		\$0.9939	0.1275		\$1.1214		<input checked="" type="checkbox"/>			
WIS-1		1.0018	0.98		\$1.0202	0.1334		\$1.1536		<input checked="" type="checkbox"/>			

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount Adjustment Desc

0.1500 Upcharge

FIG. 232

23400



23300



23302

FIG. 233



RM Letter

FIG. 234

23500

**Formula Maintenance**

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

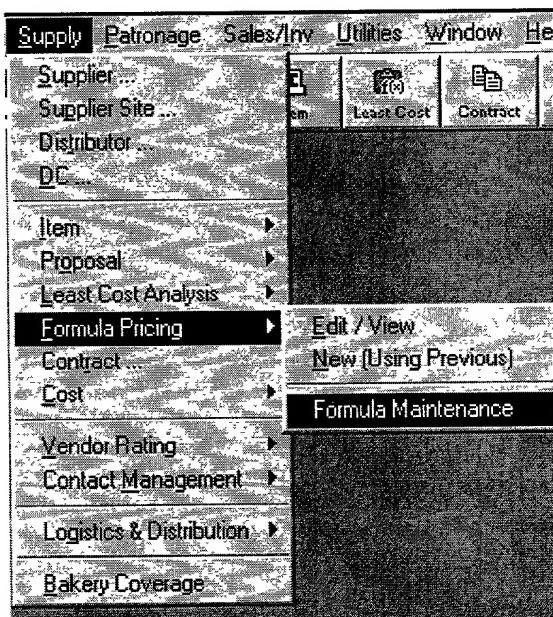
  

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

**FIG. 235**

23600



**FIG. 236**